

ARMY PROCUREMENT FACT BOOK

**FOR
DEPUTY ASSISTANT SECRETARY
OF THE ARMY (PROCUREMENT)
AS OF SEPTEMBER 30, 2003**

“BUYING THE ARMY’S FUTURE”

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Principal Assistant Responsible for Contracting

AMC	ATTN: AMCRDA-A	5001 Eisenhower Avenue Alexandria, VA 22333-0001
AMC	ATTN: AMCRDA-AC (PARC)	5001 Eisenhower Avenue Alexandria, VA 22333-0001
AMCOM	ATTN: AMSAM-AC	Building 4488 Redstone Arsenal, AL 35898-5000
RMAC*	ATTN: AMSSB-AC	4118 Susquehanna Avenue Aberdeen Proving Ground, MD 21005-3013
CECOM	ATTN: AMSEL-AC	Building 1208E Fort Monmouth, NJ 07703-5000
OSC	ATTN: AMSOS-CC	Building 350, 5 th Floor, N Wing Rock Island, IL 61299-6000
TACOM	ATTN: AMSTA-AQ	Building 231 Warren, MI 48397-5000
DCC-W		5200 Army Pentagon Washington, DC 20310-5200
ACA NR*	ATTN: SFCA-NR	1777 Hardee Avenue, SW Fort McPherson, GA 30330-1062
ARCENT*		1301 Anderson Way, SW Fort McPherson, GA 30330-1064
MEDCOM	ATTN: MCAA	2107 17 th Street, Suite 69 Fort Sam Houston, TX 78234-6037

* ACA or ACA consolidation

Principal Assistant Responsible for Contracting

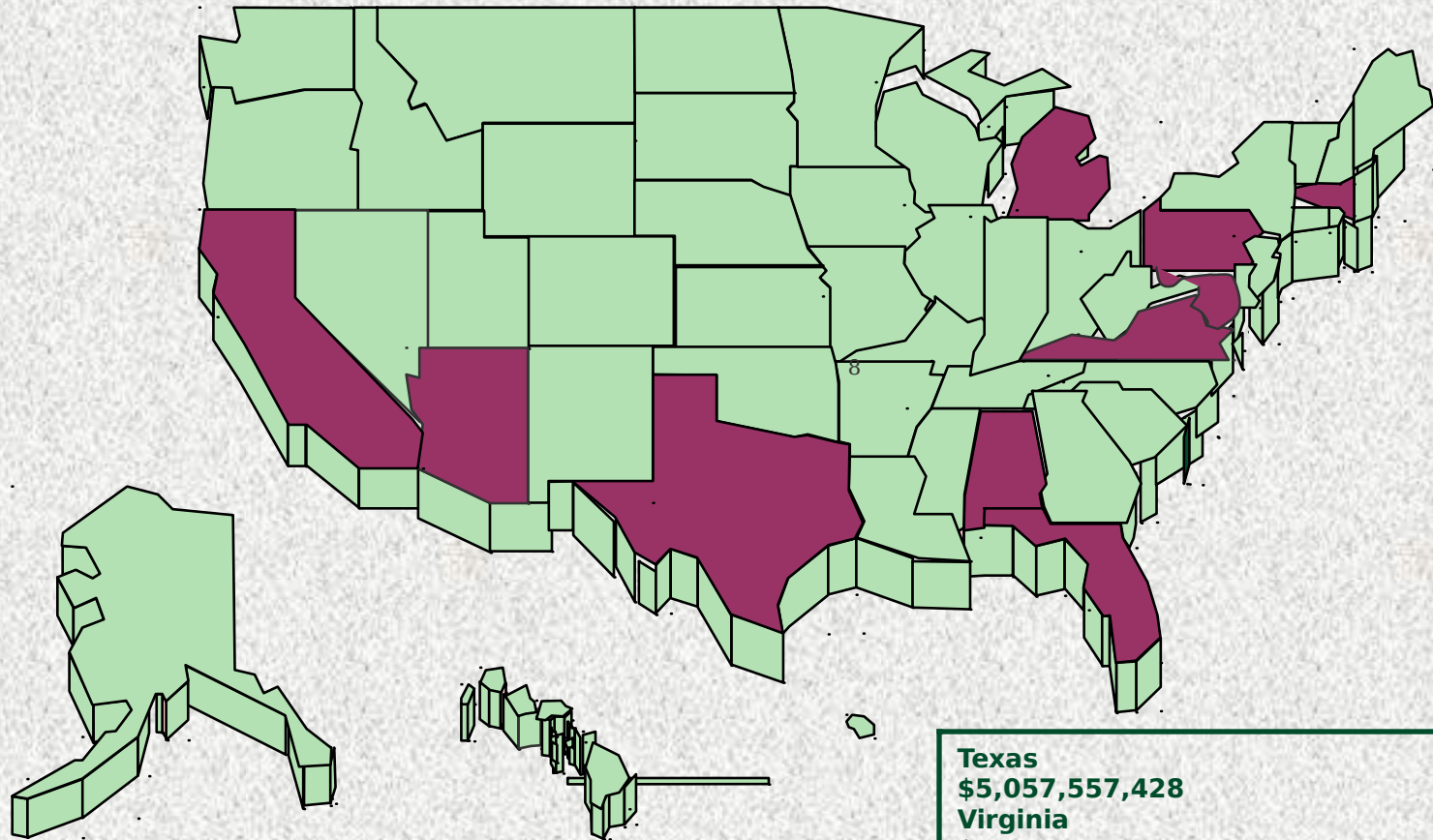
INSCOM	ATTN: IAPC	8825 Beulah Street Fort Belvoir, VA 22060-5246
USAMRMC	ATTN: MCMR-AAZ-A	820 Chandler Street Fort Detrick, MD 21702-5014
SFCA-NR-C (MDW)*	ATTN: SFCA-NRC	9410 Jackson Loop, Suite 201 Fort Belvoir, VA 22060-5134
MTMC (SDDC)	ATTN: MTAQ	5611 Columbia Pike Falls Church, VA 22041-5050
SMDC	ATTN: SMDC-CM	P. O. Box 1500 Huntsville, AL 35807-3801
ACA*	ATTN: SFCA	Skyline Six, Suite 302 5109 Leesburg Pike Falls Church, VA 22041-3201
ACA SR*	ATTN: SFCA-SR	HQ TRADOC, DCSBOS 5 N Gate Rd, Bld 5F, Rm 306 Fort Monroe, VA 23651-1048
USAREUR	ATTN: AEAPR-PA (PARC)	Unit 29331 APO AE 09266
EUSA	ATTN: EAKC-CO	Unit 15237 APO AP 96205-0010
USARPAC	ATTN: APAM	B Street, Building T-115 Fort Shafter, HI 96858-5100
USARSO	ATTN: PARC	Building 218 Fort Buchanan, PR 00934

* ACA or ACA consolidation

Principal Assistant Responsible for Contracting

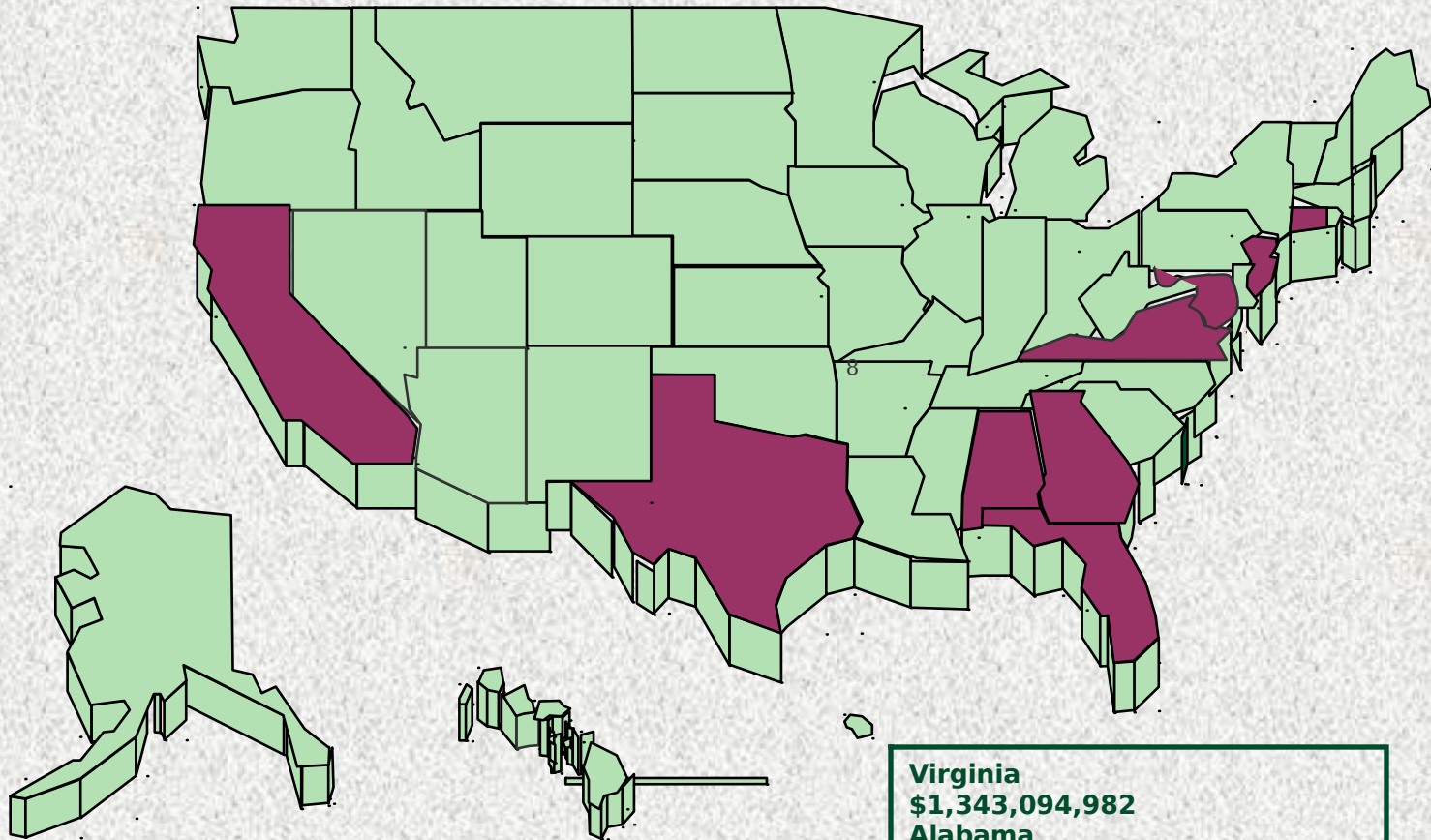
USACE	ATTN: CEPR-ZA	20 Massachusetts Ave., NW Washington, DC 20314-1000
NGB	ATTN: NGB-AQ	Suite 8300, Jefferson Plaza 1 1411 Jefferson Davis Highway Arlington, VA 22202-3231
ATEC	ATTN:	PO Box Y Ft Hood, TX 76544-0770

Top 10 States Receiving Army Contract Dollars (FY03)



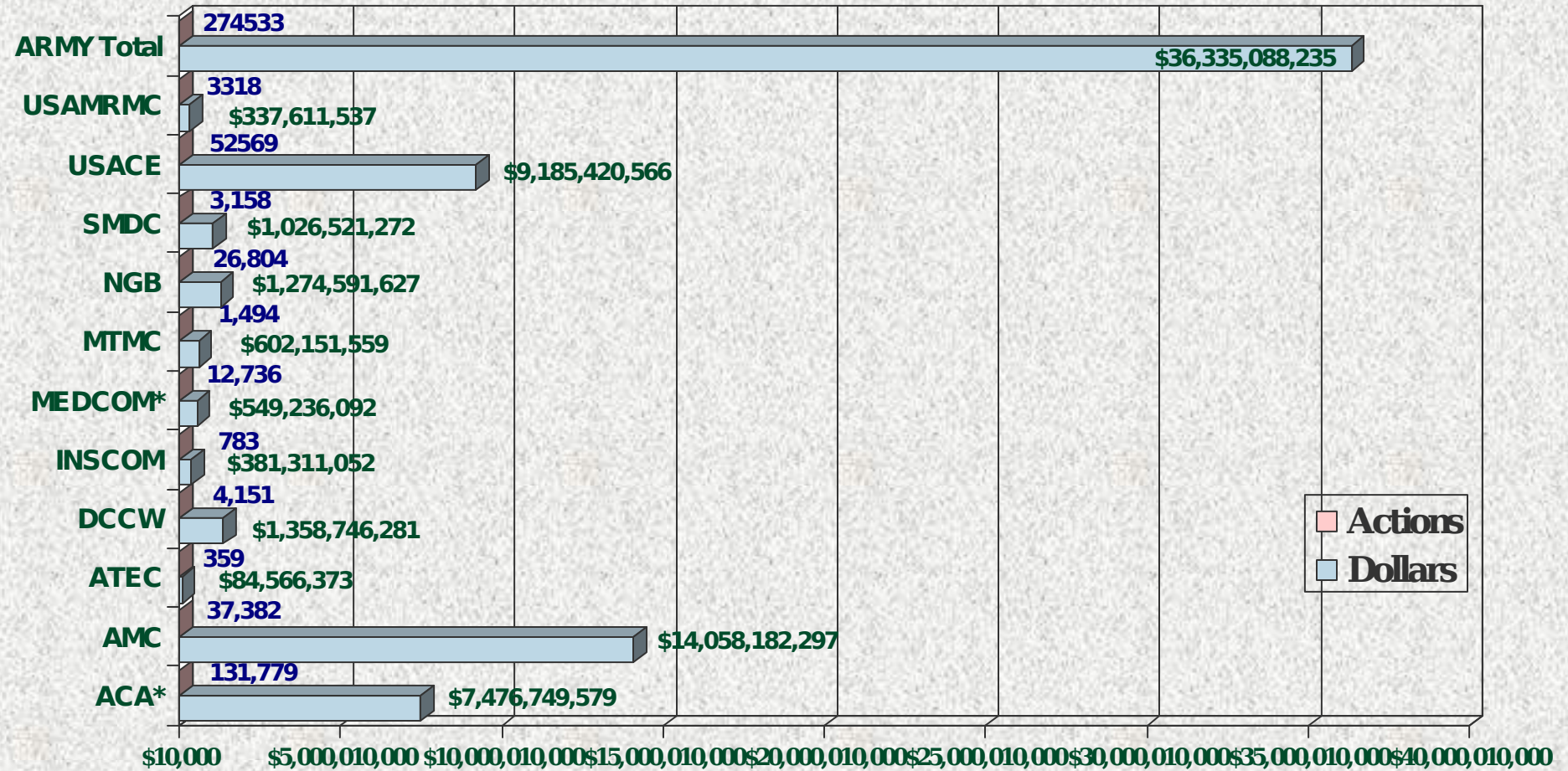
Texas
\$5,057,557,428
Virginia
\$4,767,453,925
California
\$4,031,939,970
Arizona
\$2,842,090,635
Alabama
\$2,443,066,924
Maryland
\$2,379,278,442

Top 10 States Receiving Army Small Business Contract Dollars (FY03)



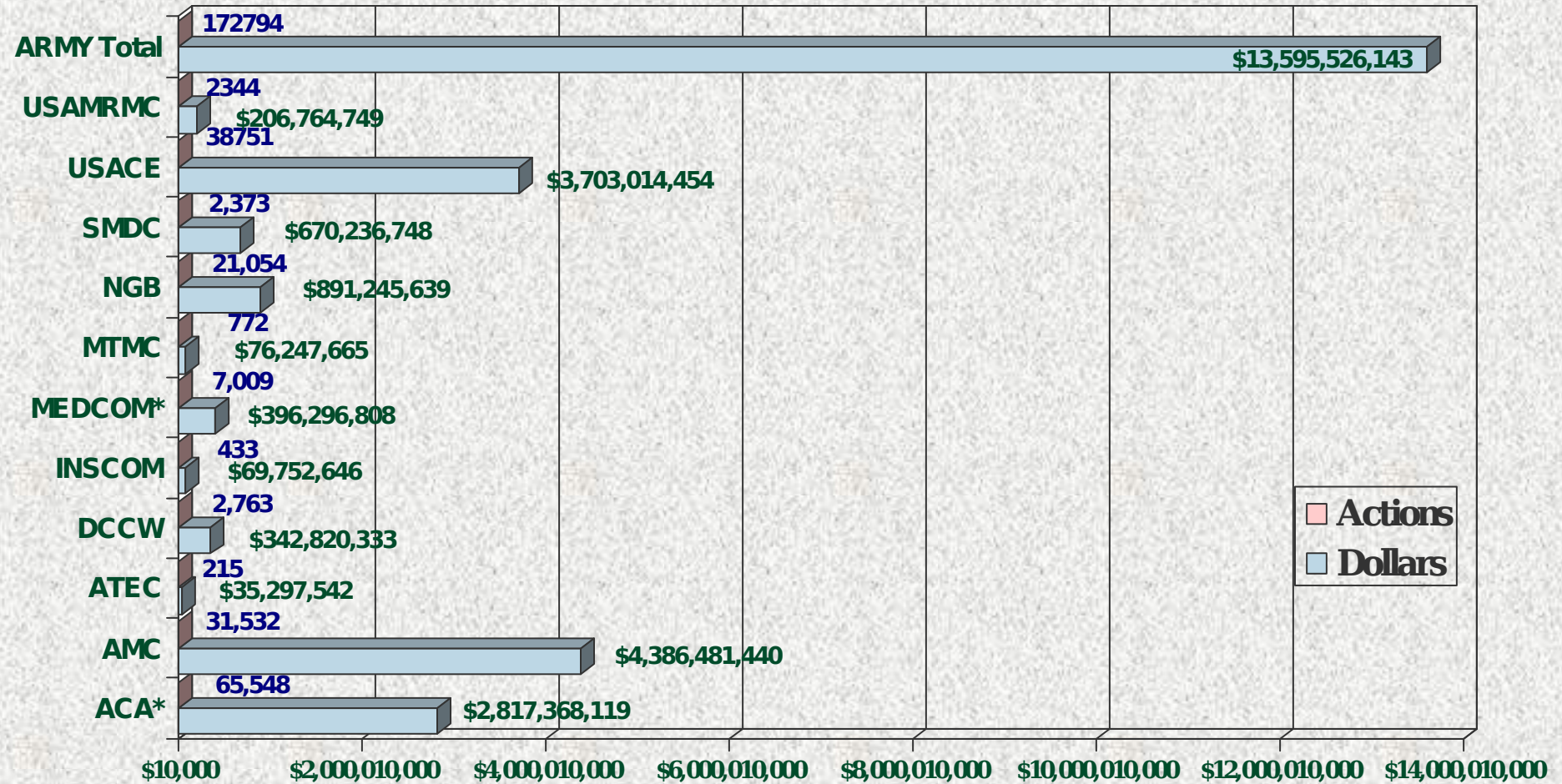
Virginia	
\$1,343,094,982	
Alabama	
\$1,170,682,576	
California	\$
806,105,469	
Texas	\$
681,639,827	
Maryland	\$
635,306,080	
New Jersey	\$
579,736,887	

Competed Awards (DD 350 & 1057) (FY03)



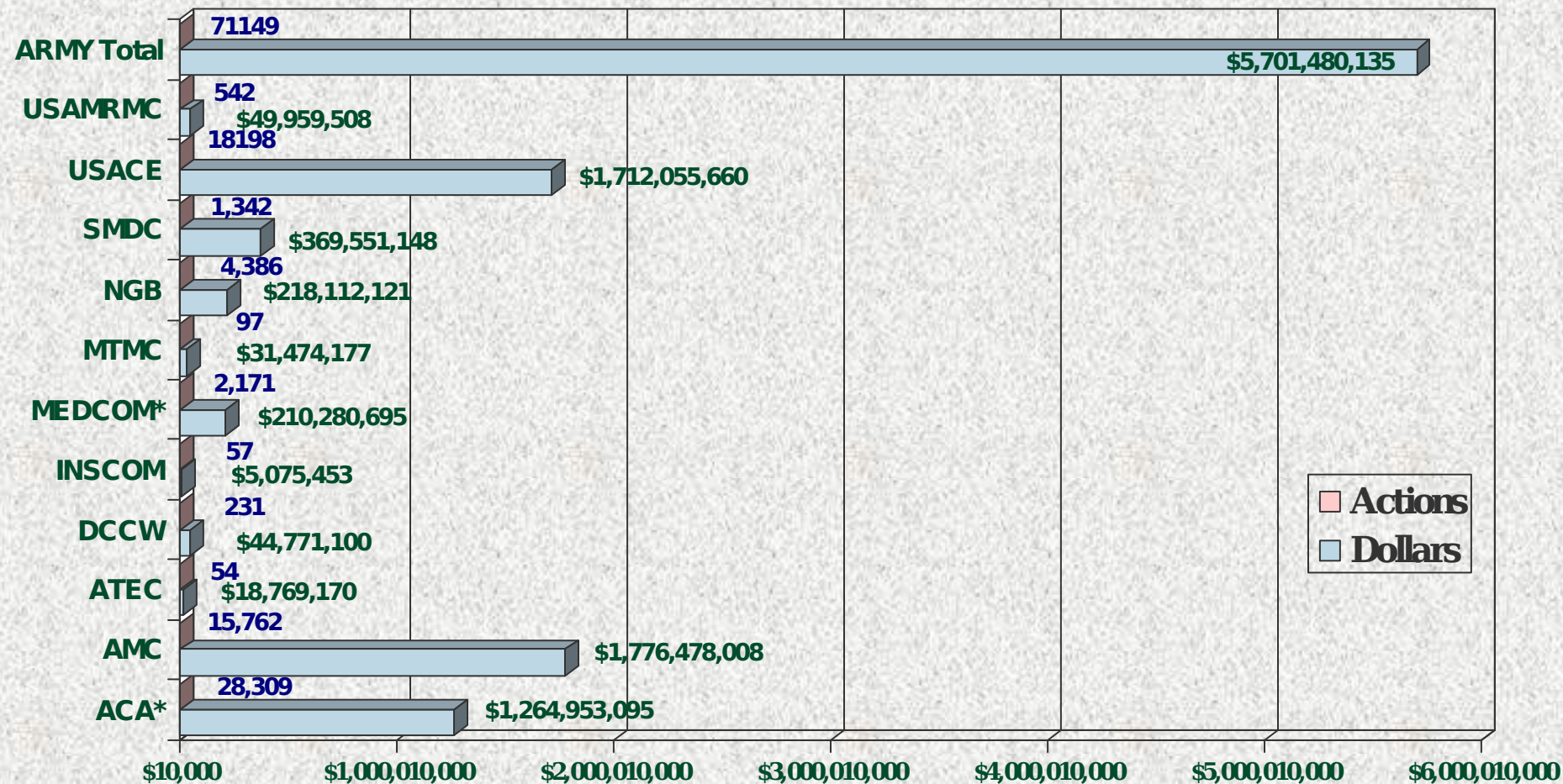
* ACA or ACA consolidation

Small Business Awards (DD 350 & 1057) (FY03)



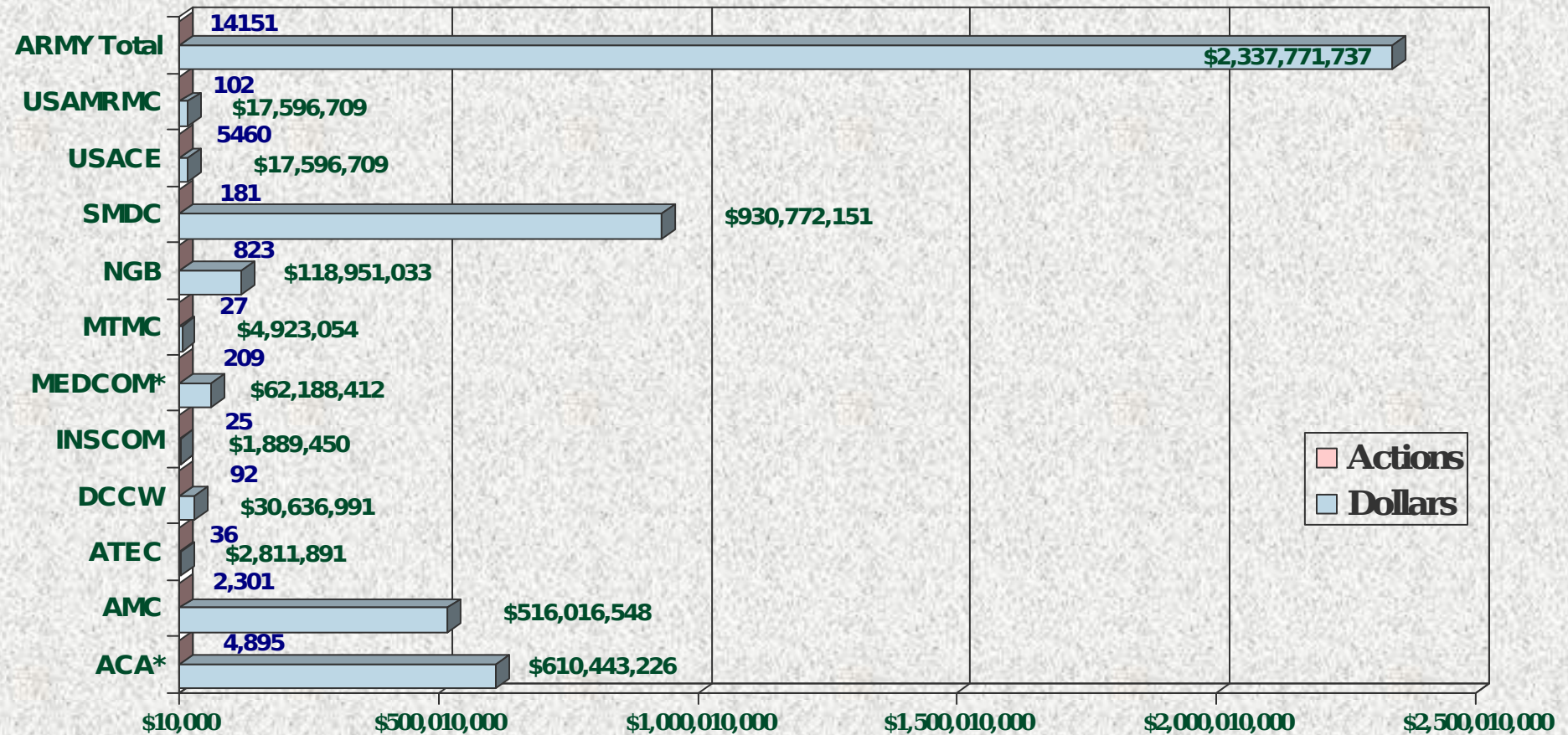
* ACA or ACA consolidation

Small Business Setaside Awards (DD 350 & 1057) (FY03)



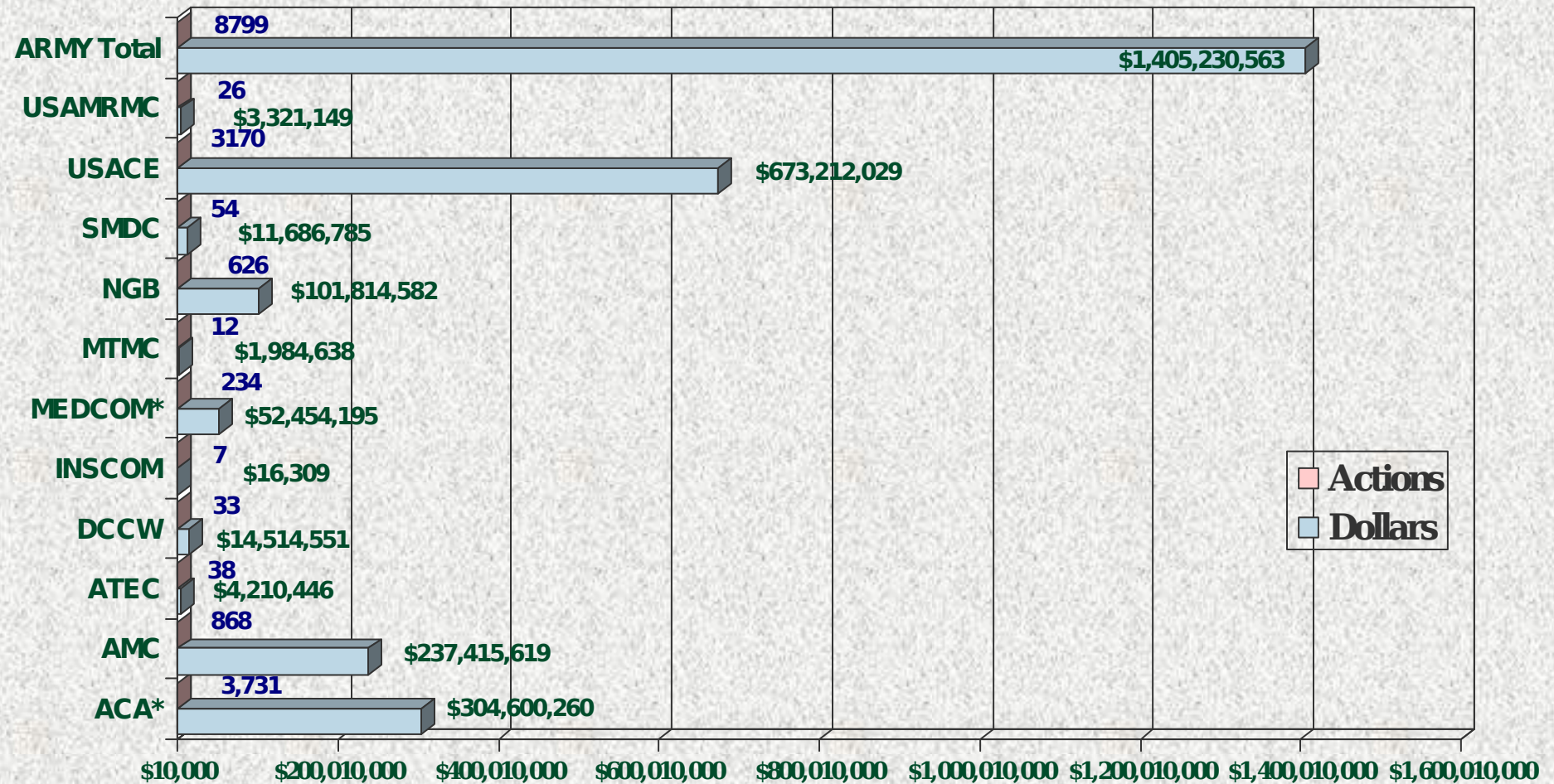
* ACA or ACA consolidation

Section 8(a) Awards (DD 350 & 1057) (FY03)



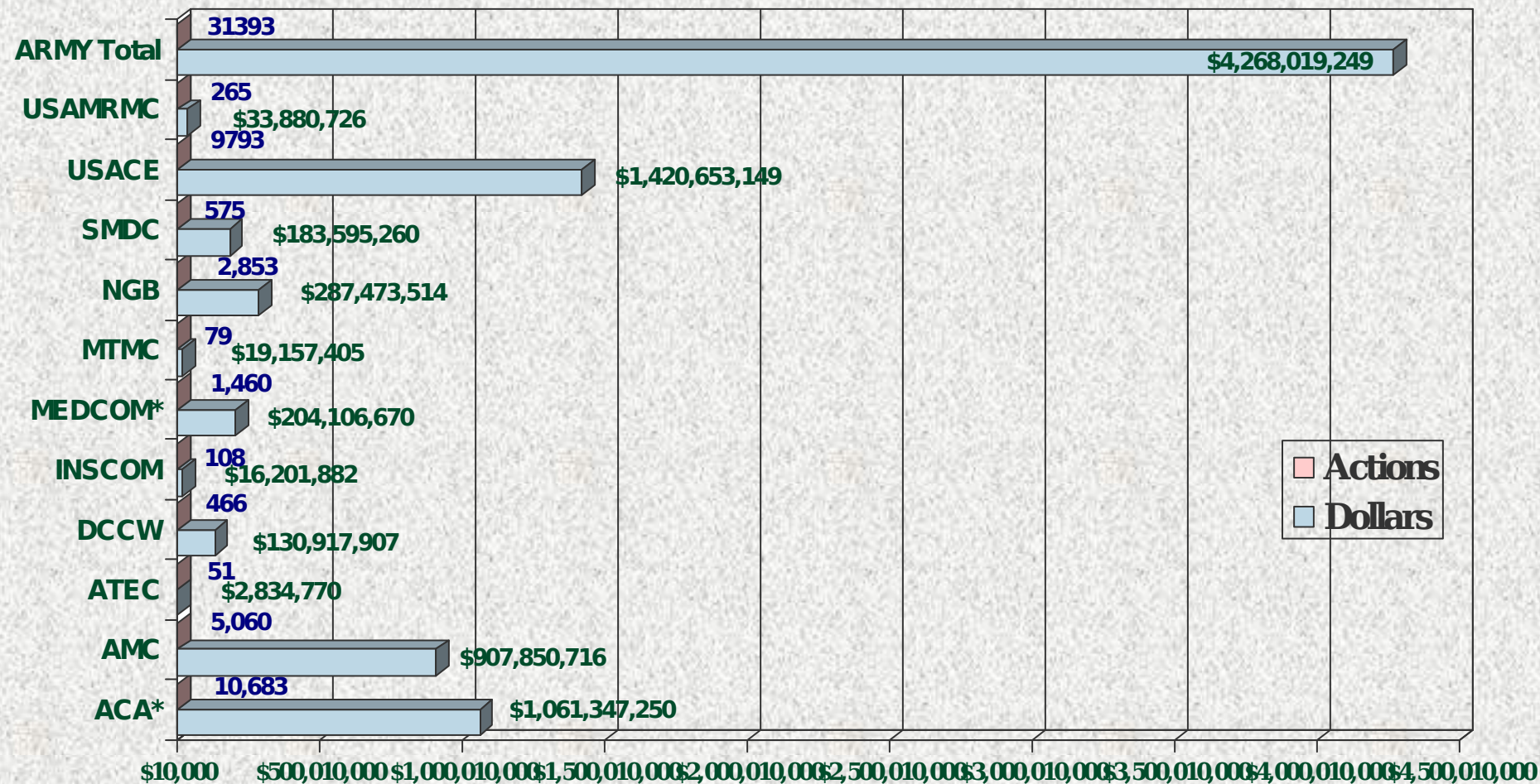
* ACA or ACA consolidation

HUBZone Awards (DD 350 & 1057) (FY03)



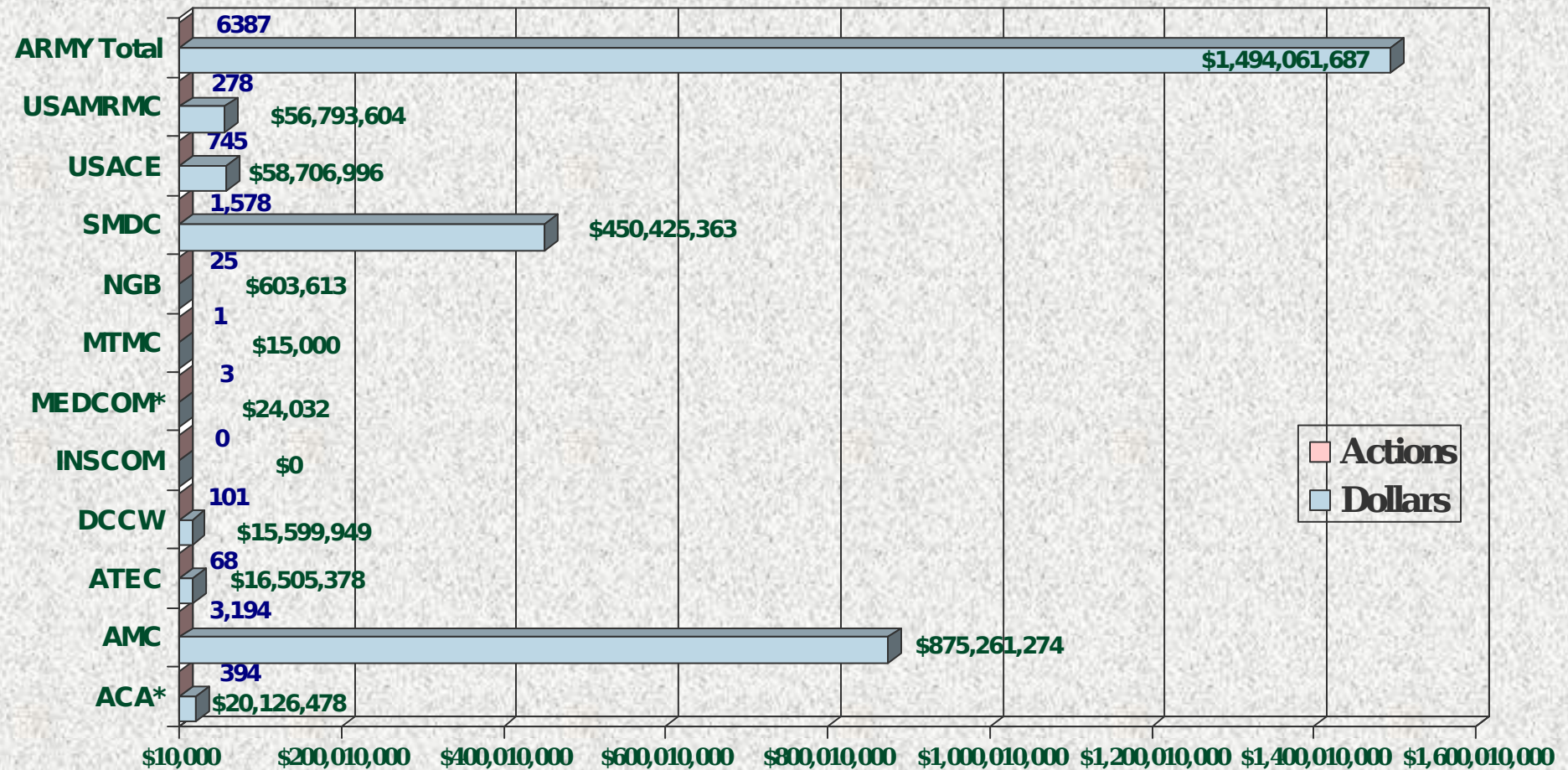
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Small Disadvantaged Business Awards (DD 350 & 1057) (FY03)



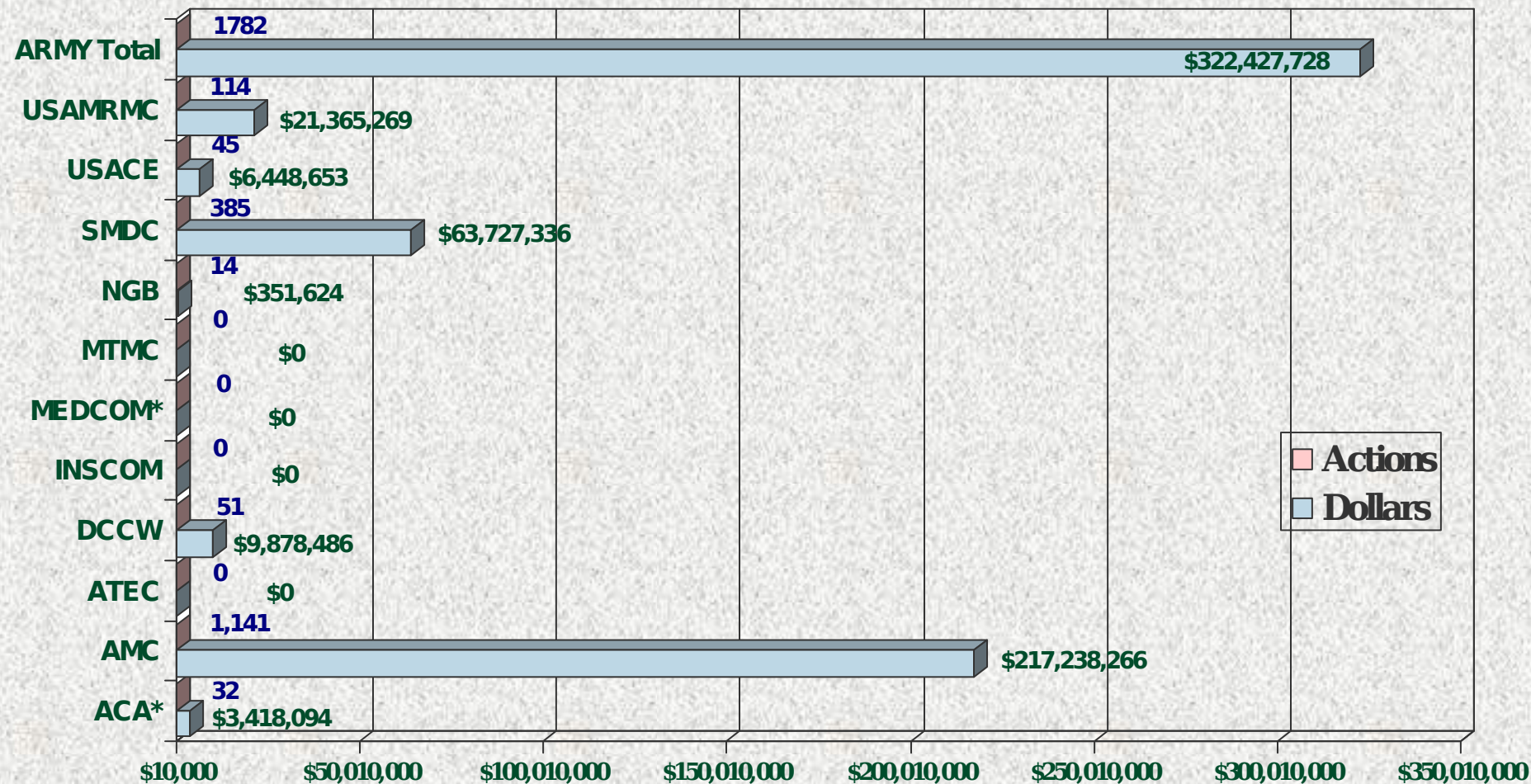
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Development, Test and Engineering (RDT&E) Awards (DD 350 & 1057) (FY03)



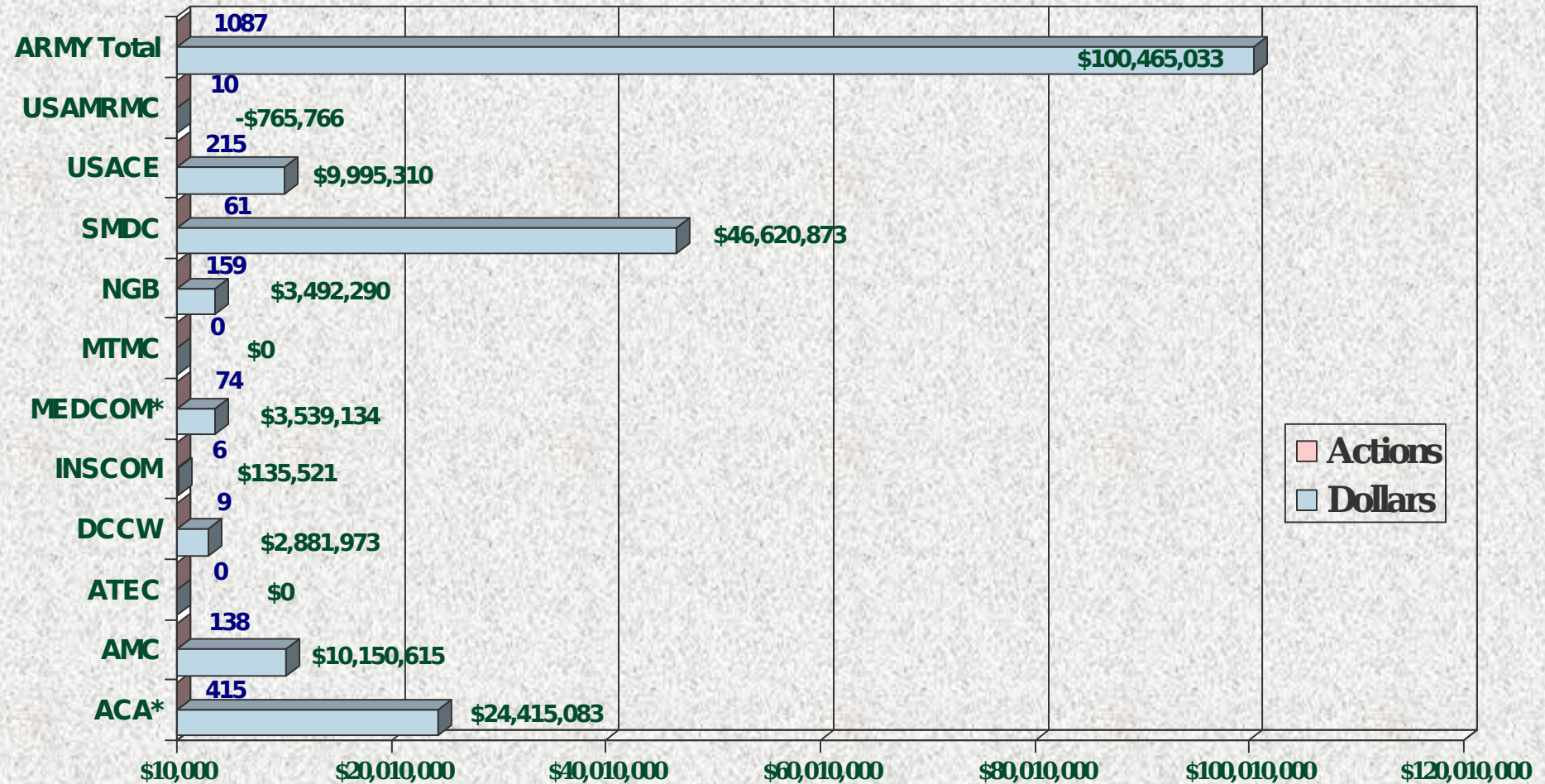
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Small Business Innovation Research (SBIR) Awards (DD 350 & 1057) (FY03)



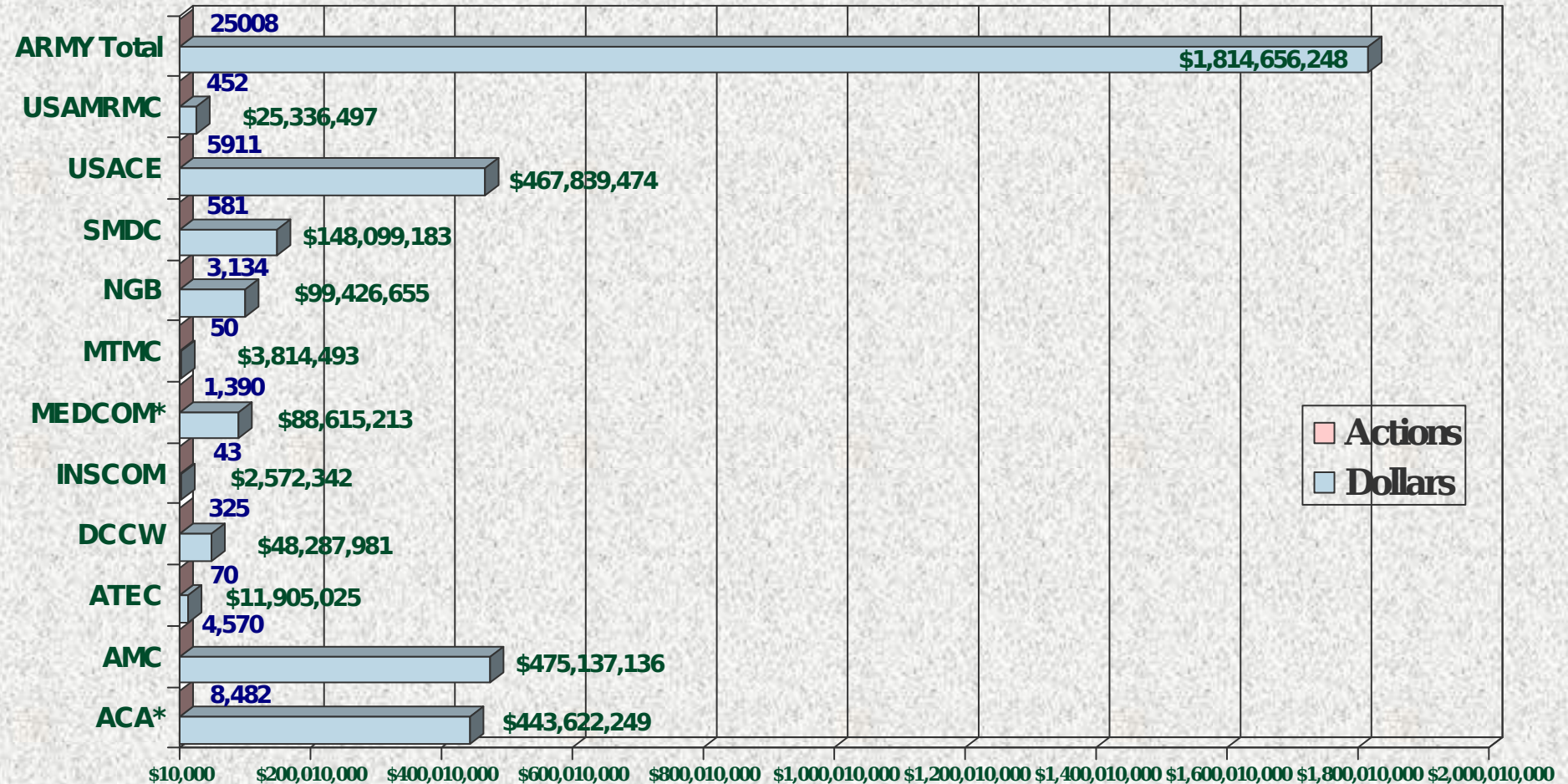
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Service Disabled Veteran-Owned Small Business Awards (DD 350 & 1057) (FY03)



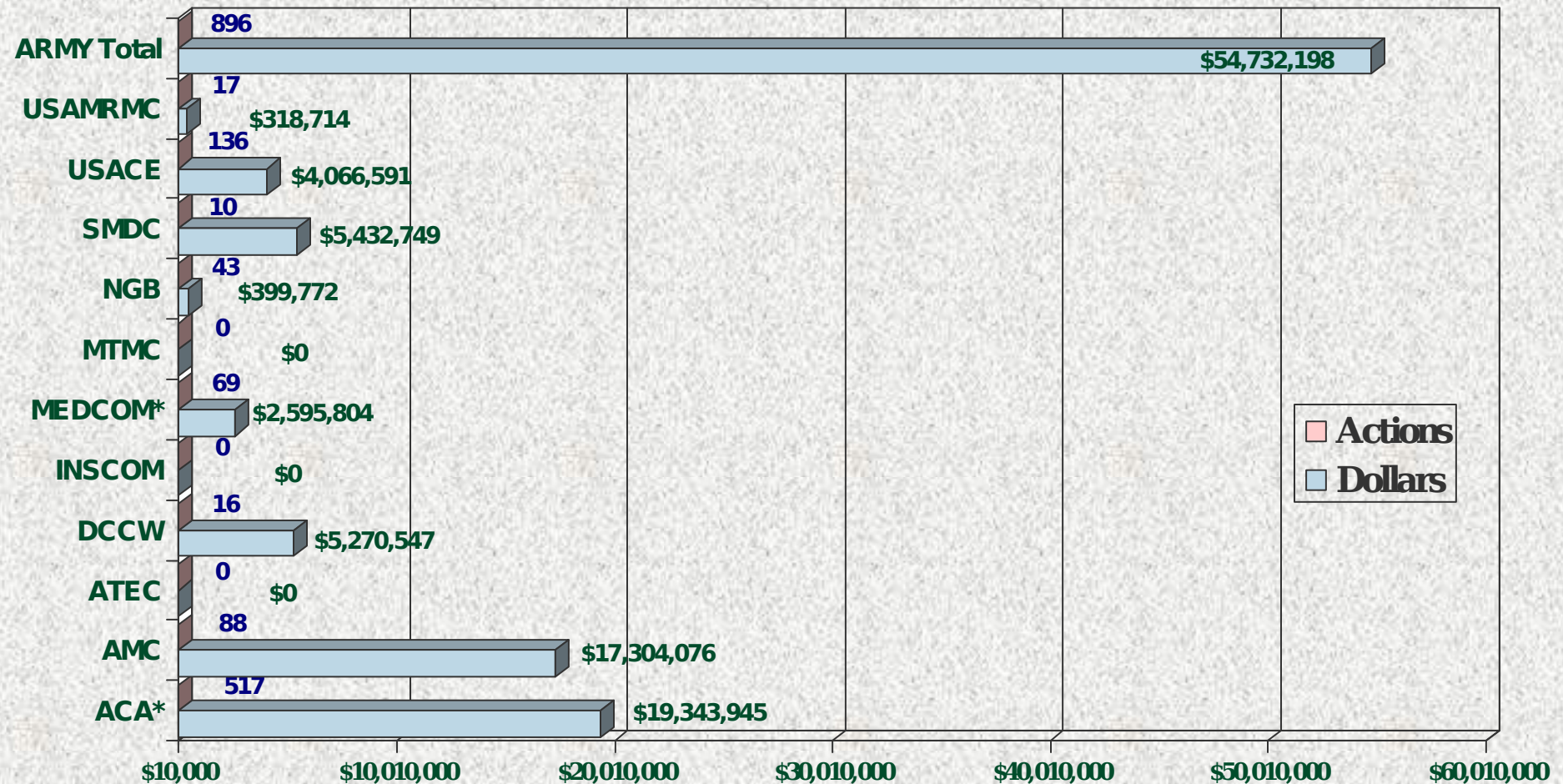
* ACA or ACA consolidation

Women-Owned Small Business Awards (DD 350 & 1057) (FY03)



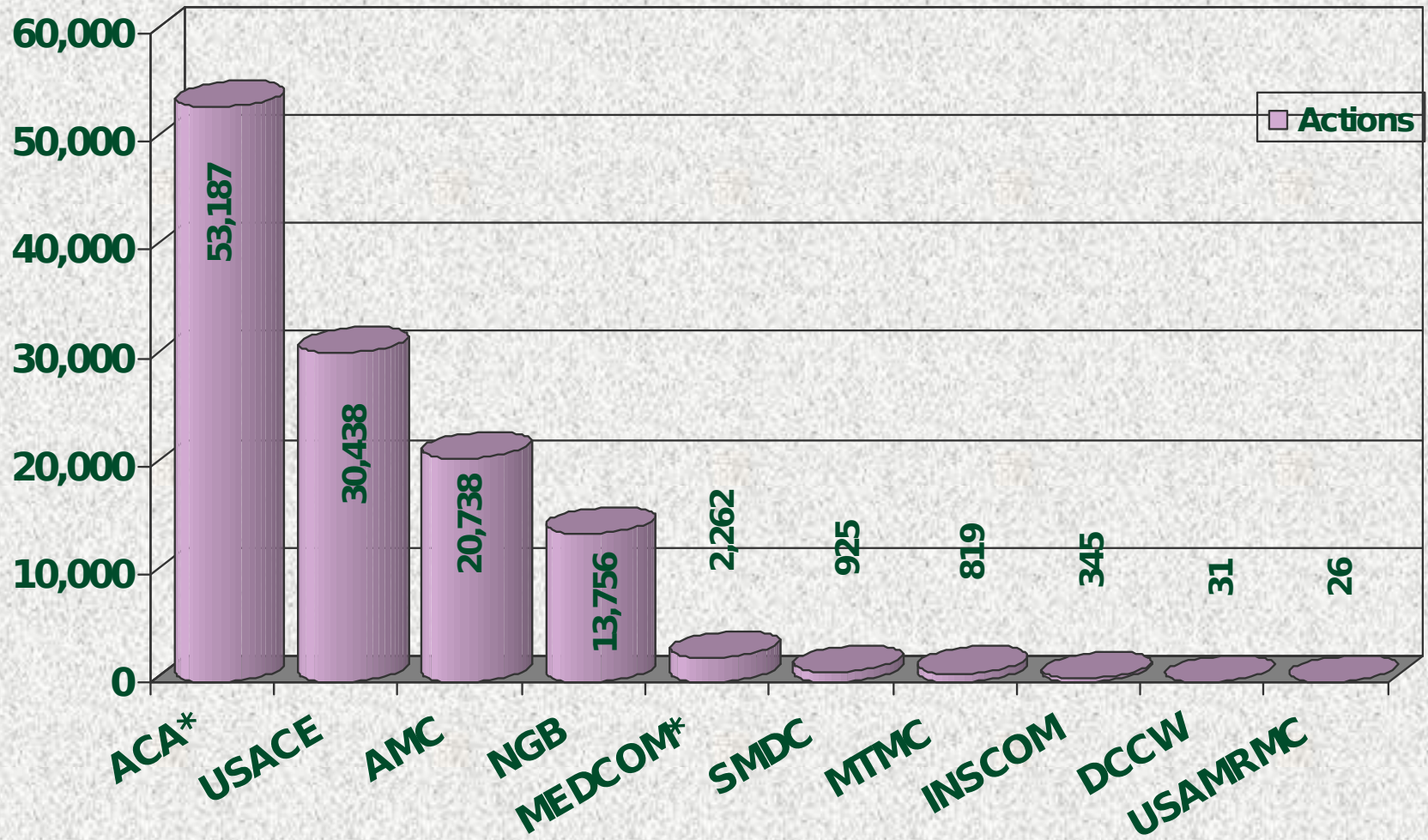
* ACA or ACA consolidation

Combined HBCU and MI Awards (DD 350 & 1057) (FY03)



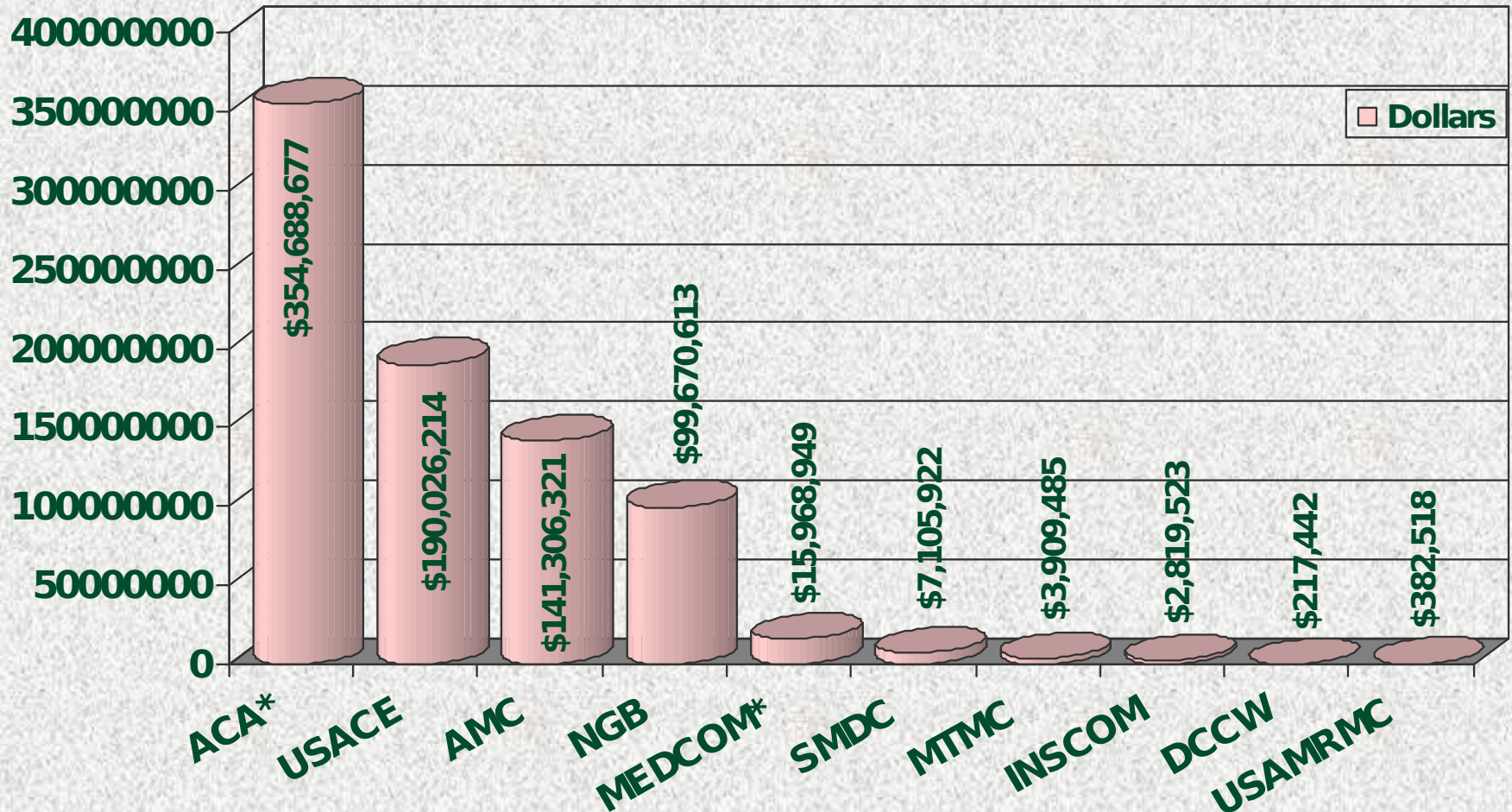
* ACA or ACA consolidation

MACOM's Contracting Actions \$0 - \$25K (FY03)



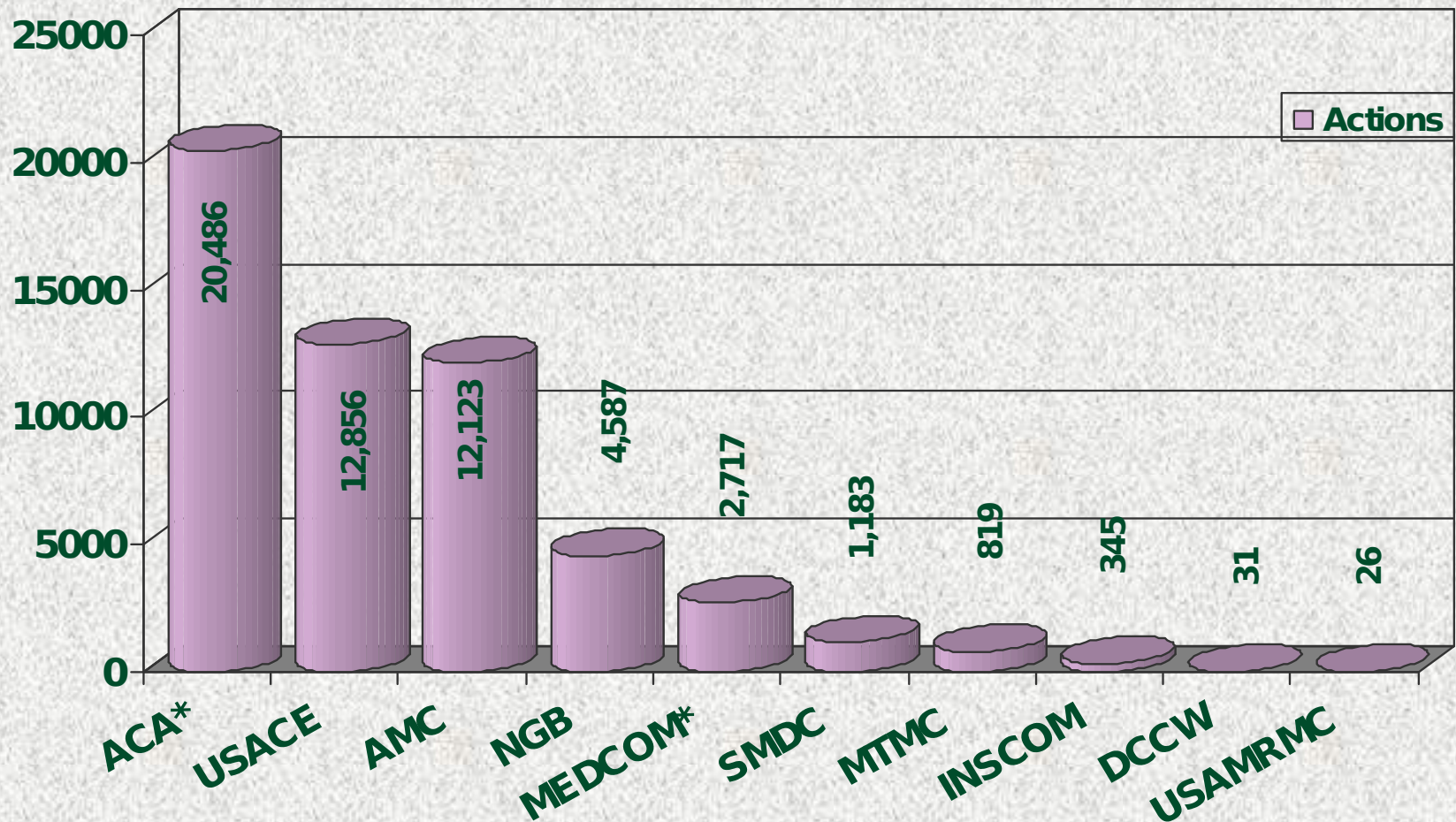
* ACA or ACA consolidation

MACOM's Contracting Dollars \$0 - \$25K (FY03)



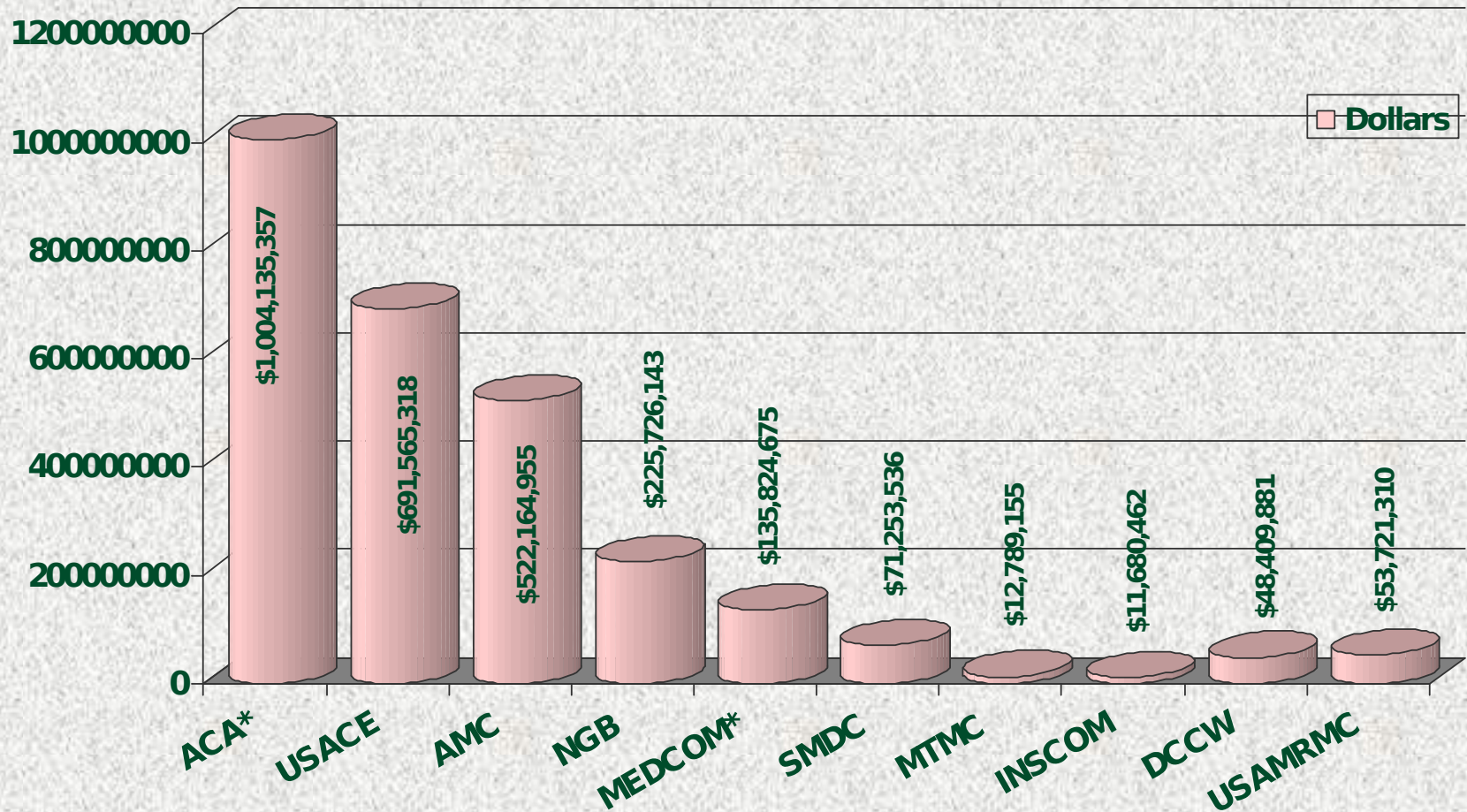
* ACA or ACA consolidation

MACOM's Contracting Actions \$25,001K - \$100,000K (FY03)



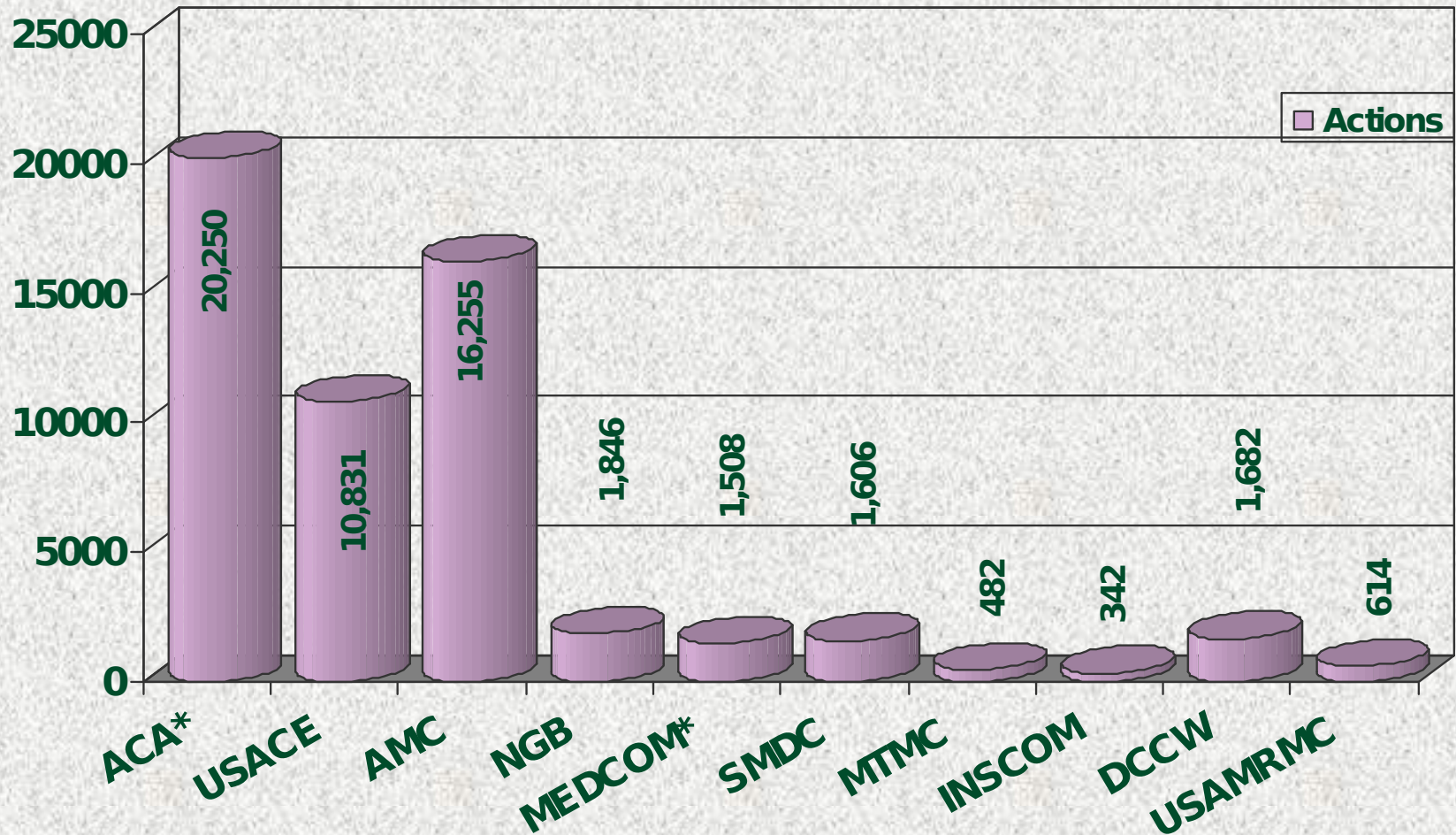
* ACA or ACA consolidation

MACOM's Contracting Dollars \$25,001K - \$100,000K (FY03)



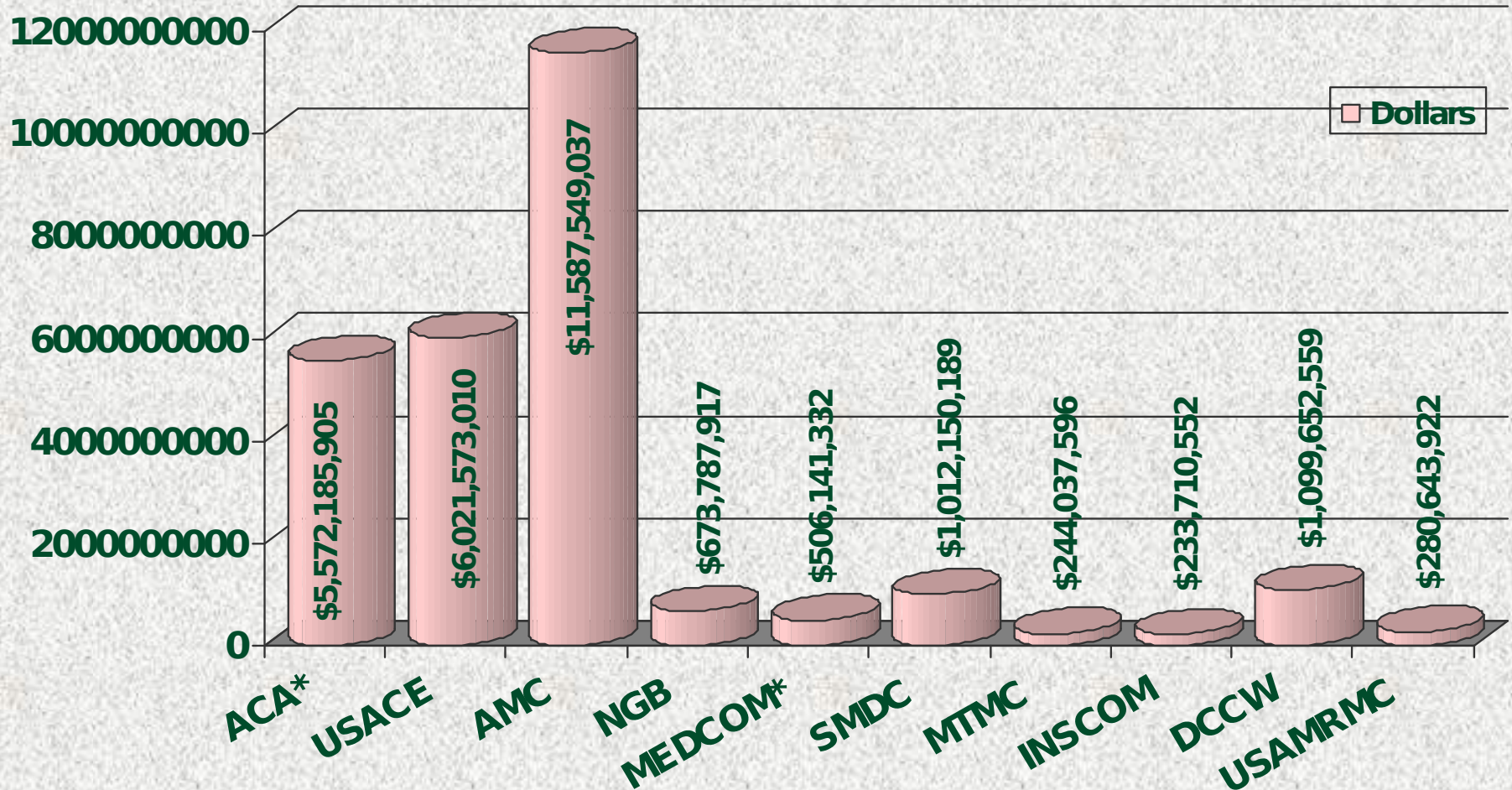
* ACA or ACA consolidation

MACOM's Contracting Actions \$100K - \$5M (FY03)



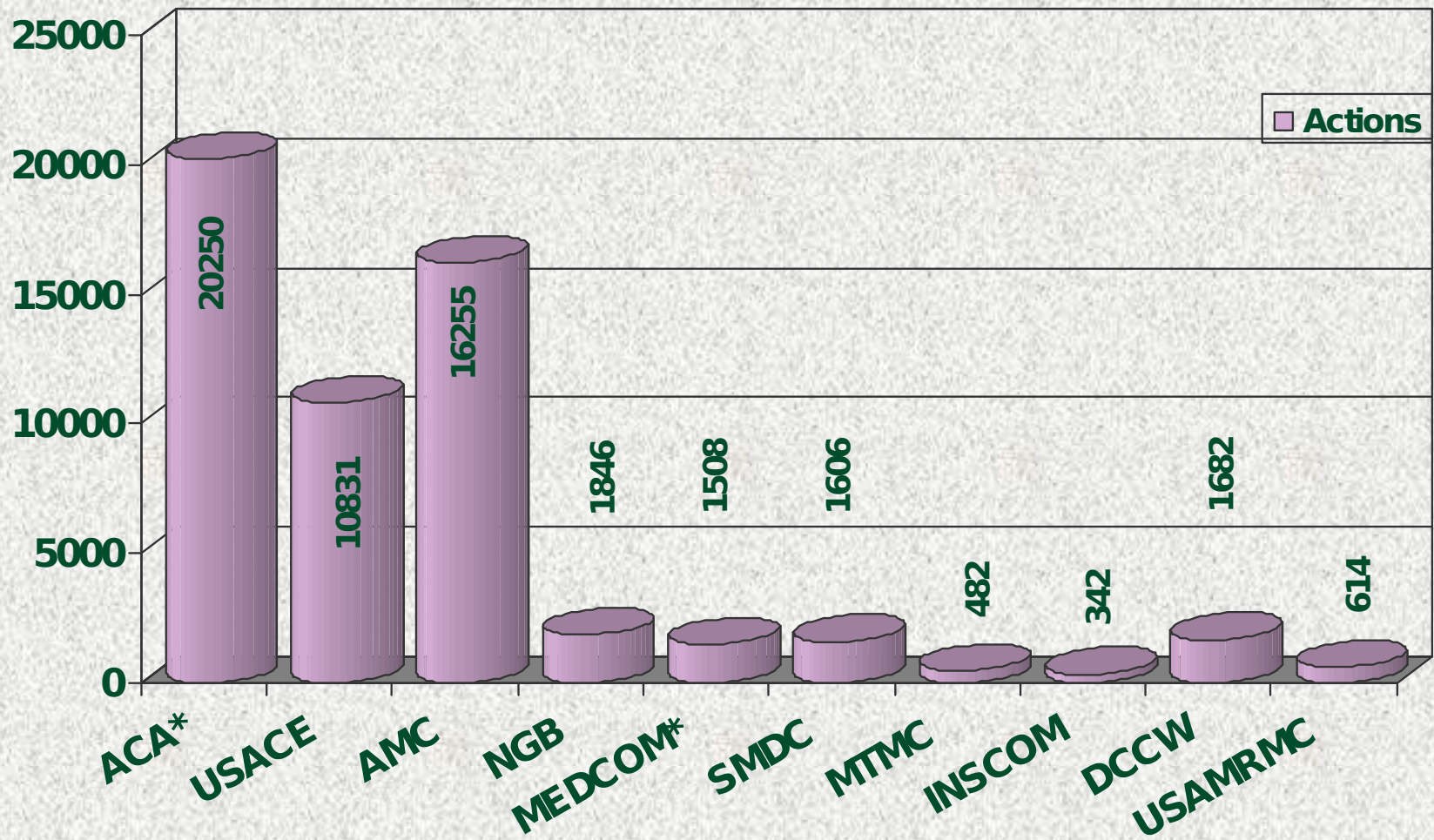
* ACA or ACA consolidation

MACOM's Contracting Dollars \$100K - \$5M (FY03)



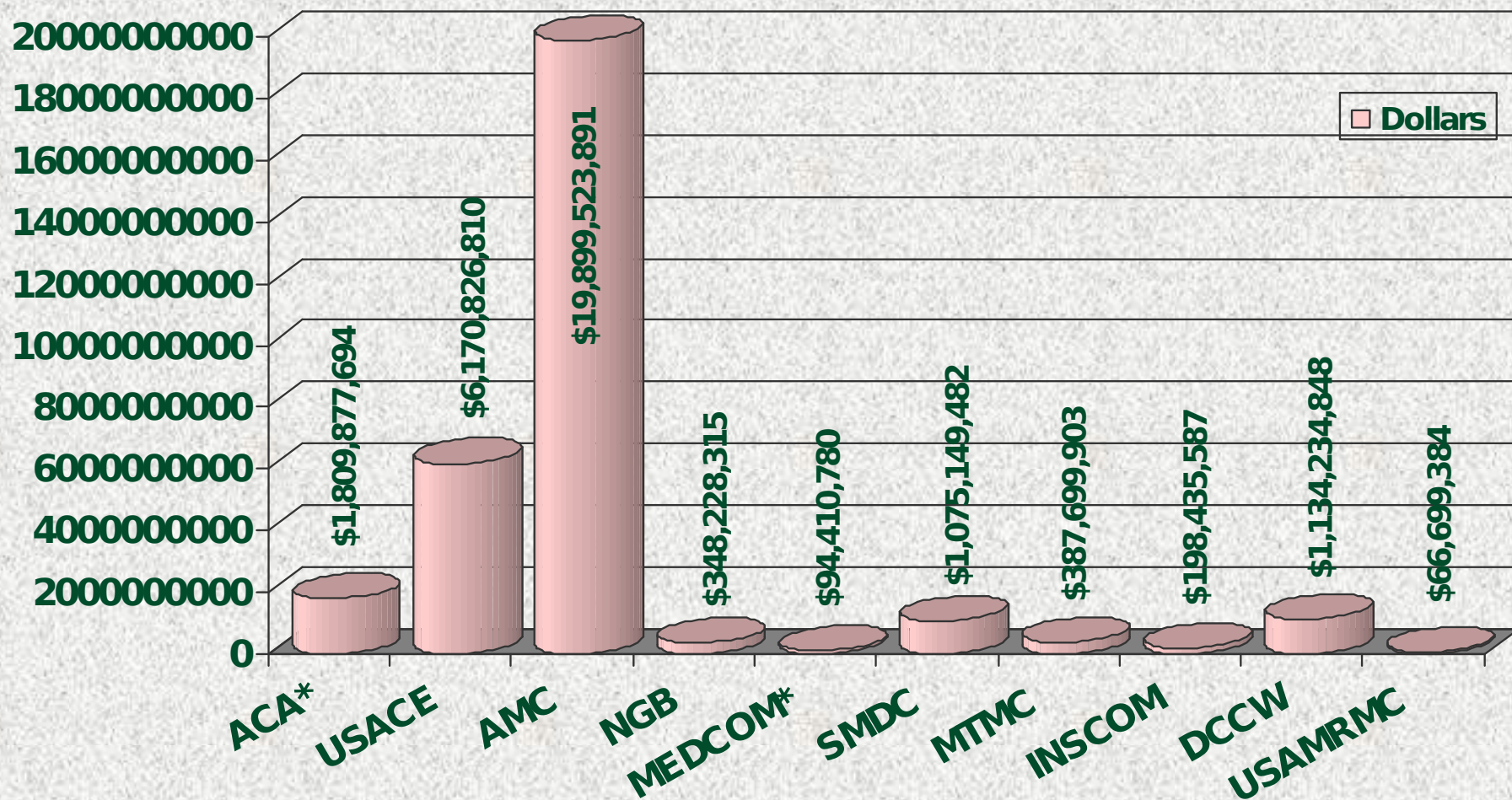
* ACA or ACA consolidation

MACOM's Contracting Actions \$100K - \$5M (FY03)



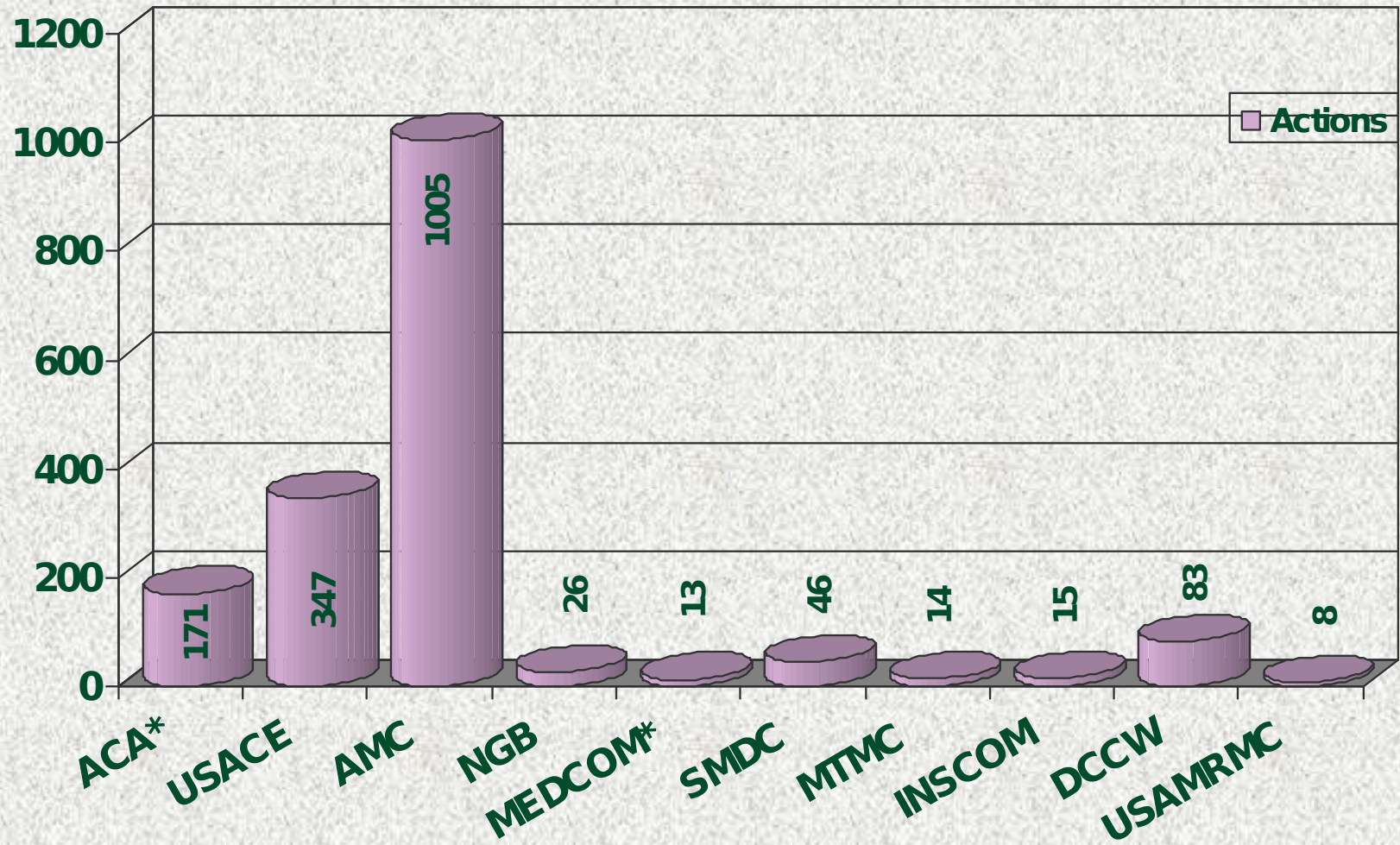
* ACA or ACA consolidation

MACOM's Contracting Dollars \$5M - above (FY03)



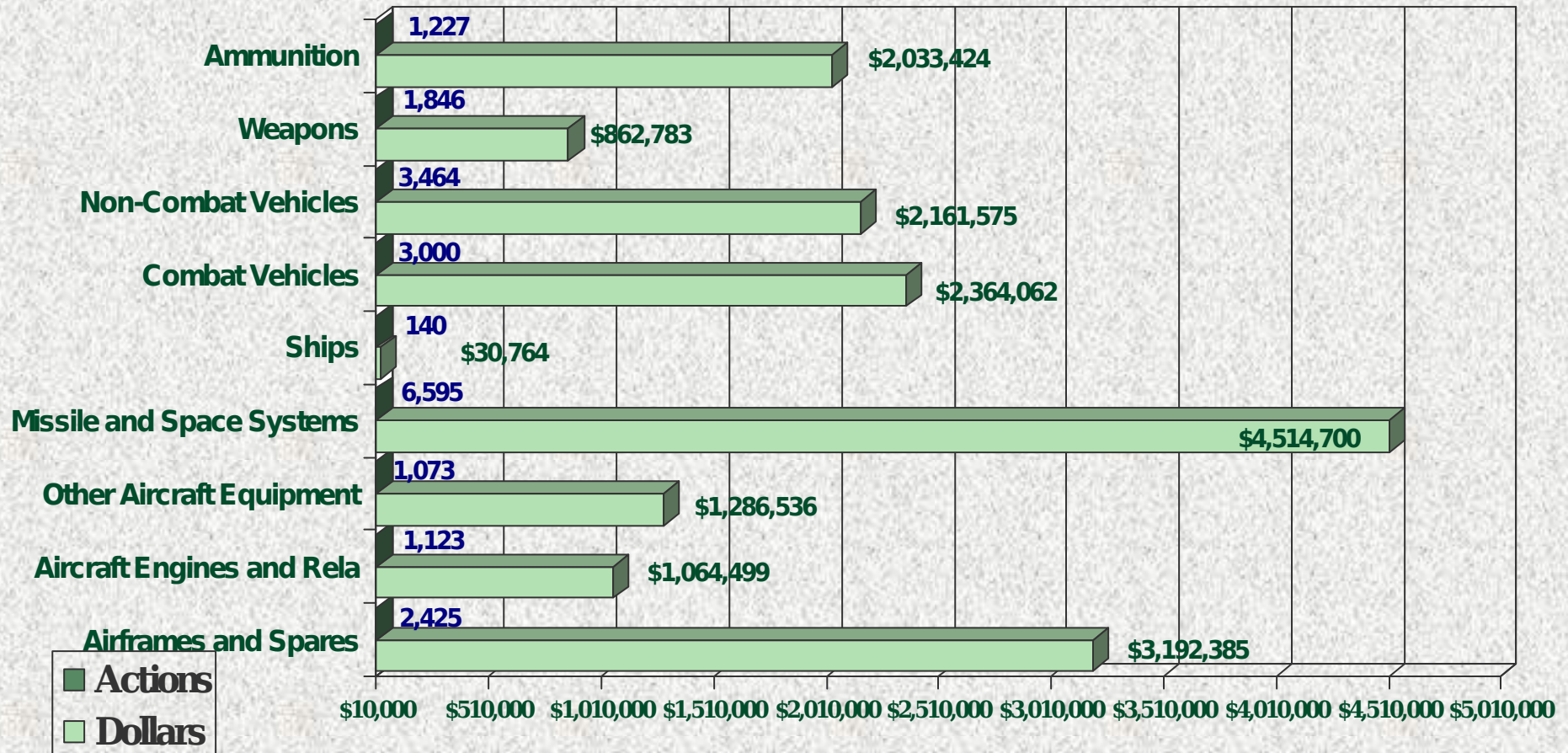
* ACA or ACA consolidation

MACOM's Contracting Actions \$5M - above (FY03)



* ACA or ACA consolidation

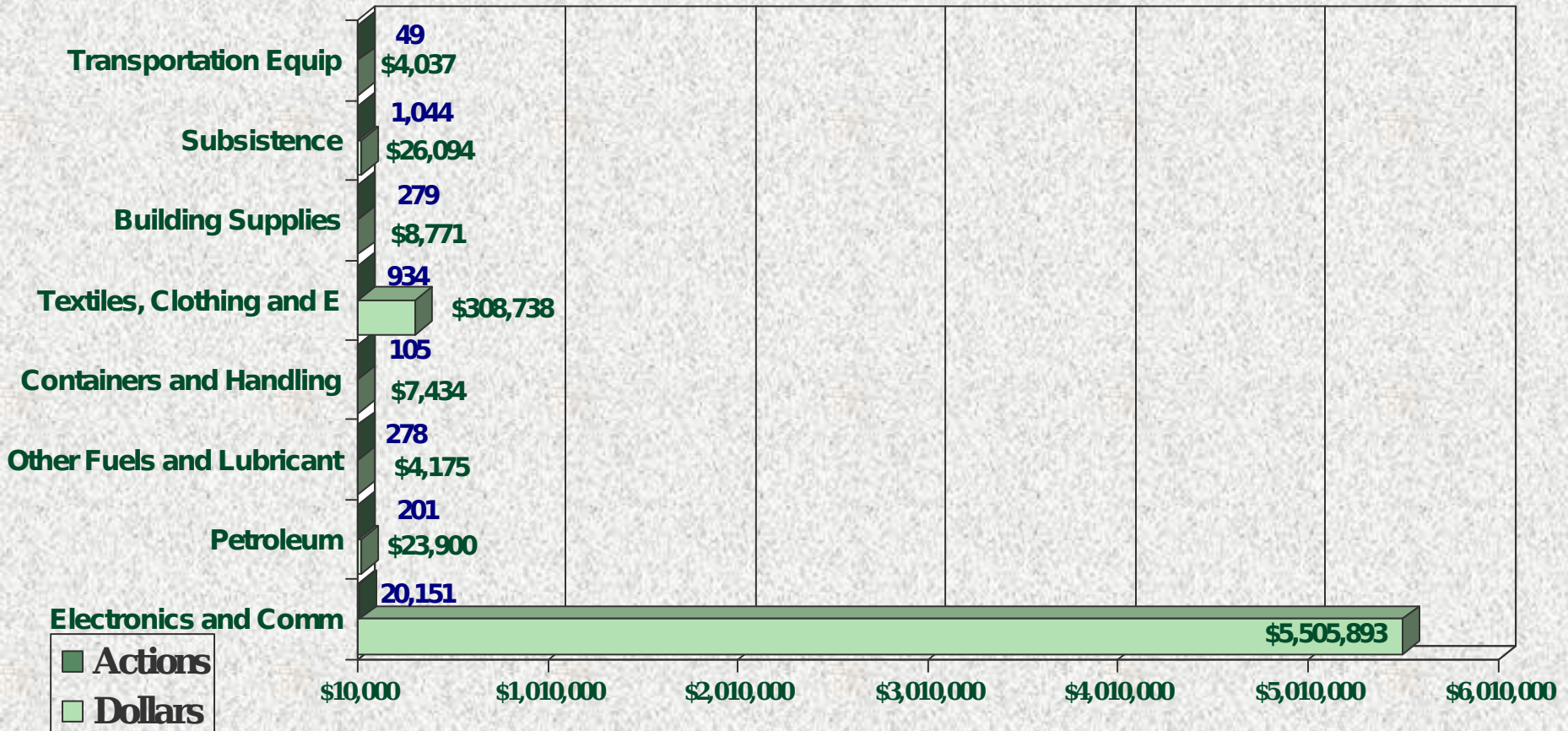
Claimant Program Actions and Dollars (FY03)



Note: Data excluded Civil Works

Note: Dollar Value in Thousands

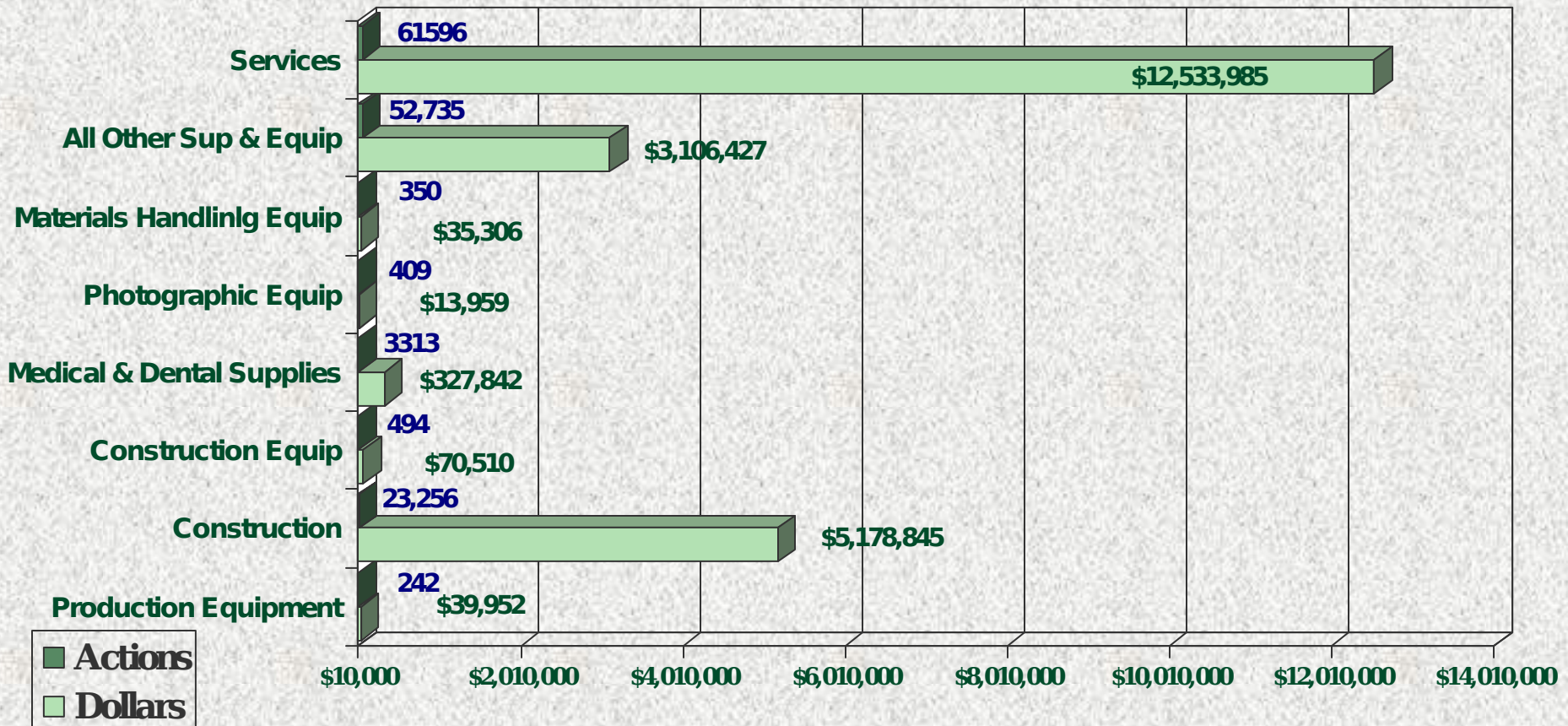
Claimant Program Actions and Dollars (FY03) (Cont's),



Note: Data excluded Civil Works

Note: Dollar Value in Thousands

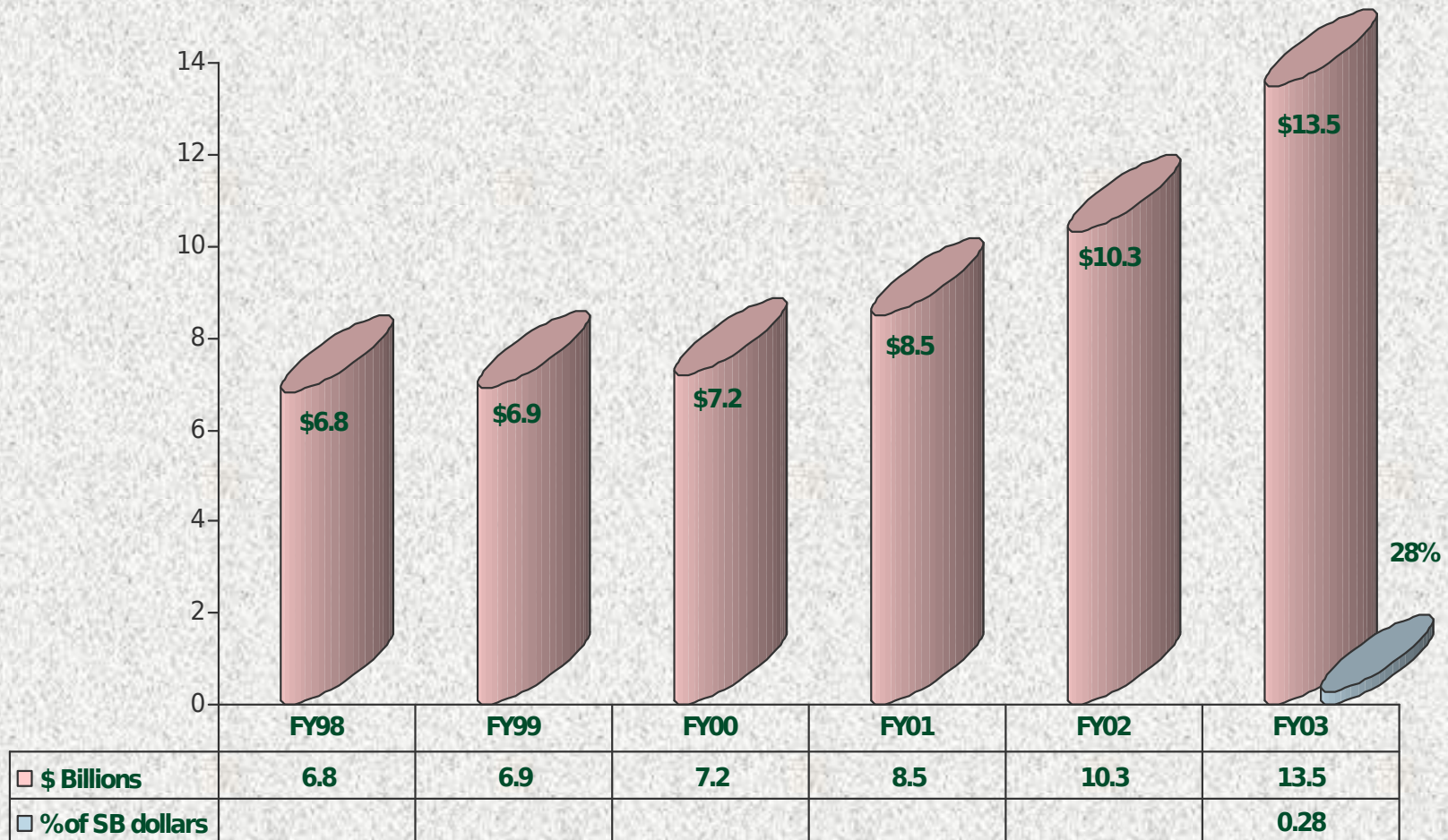
Claimant Program Actions and Dollars (FY03) (Cont's)



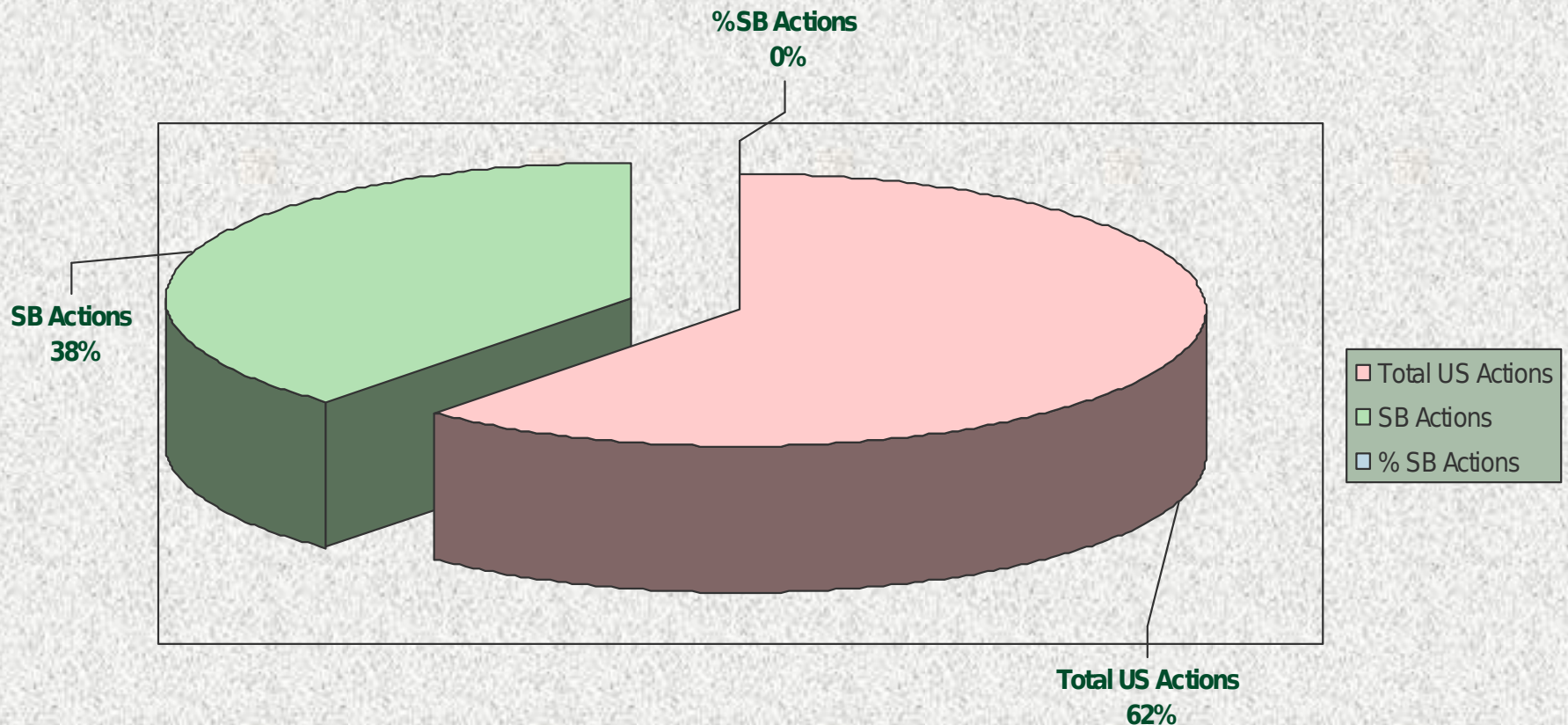
Note: Data excluded Civil Works

Note: Dollar Value in Thousands

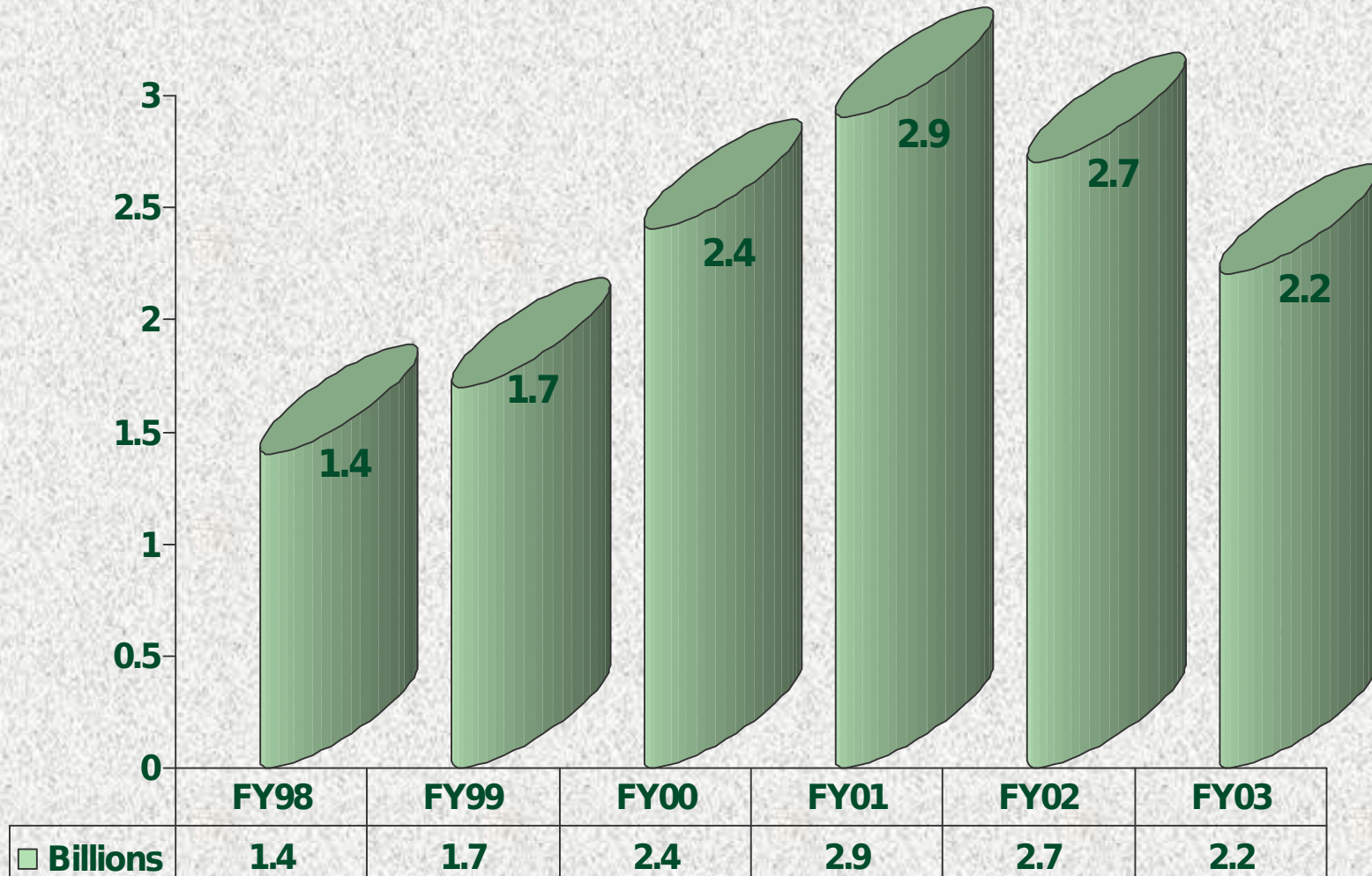
Small Business Awards - Dollars and % of Dollars



Small Business Awards - Actions and % of Actions (FY03)

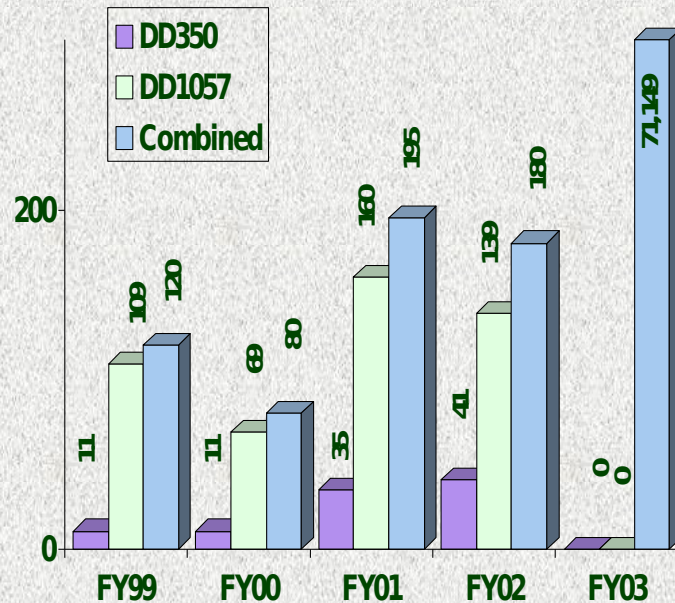


Foreign Military Sales Over \$25K



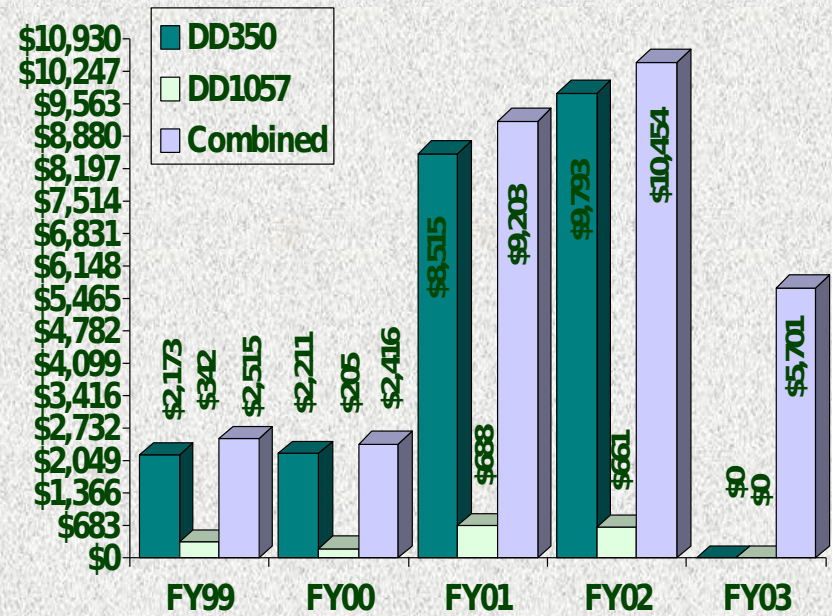
Contracts by Small Business Set-Aside

Set-Aside Actions



\$ Obligations in Millions

Set-Aside Contract Dollars



\$ Obligations in Millions

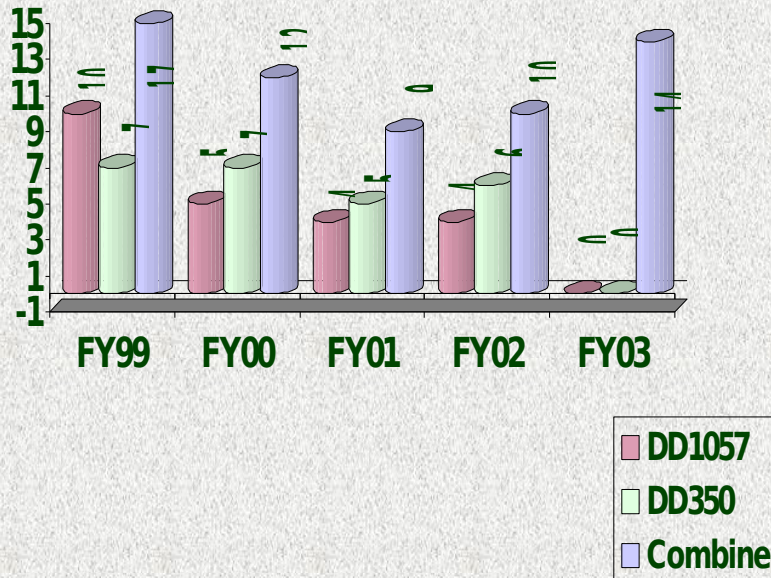
#Actions in Millions

DD1057 for \$25,000 or Less Contracts
 DD350 for Over \$25,000 Contracts
 Note: FY03 is the last yr for 1057 info

\$Obligations in Millions

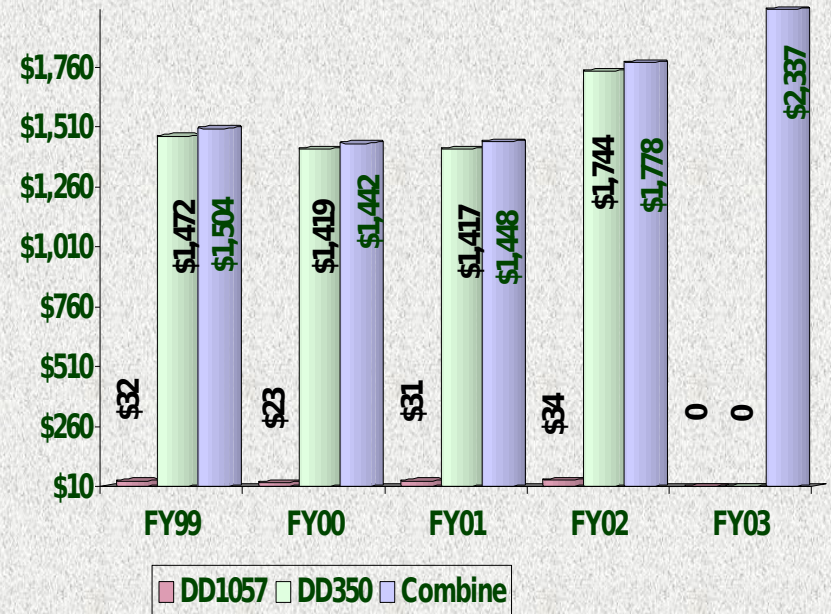
Total Contract Actions Through SBA 8(A)

Total Contract Actions (DD1057 & DD350)



#Actions in Millions

Total Contract Dollar Obligations (DD1057 & DD350)



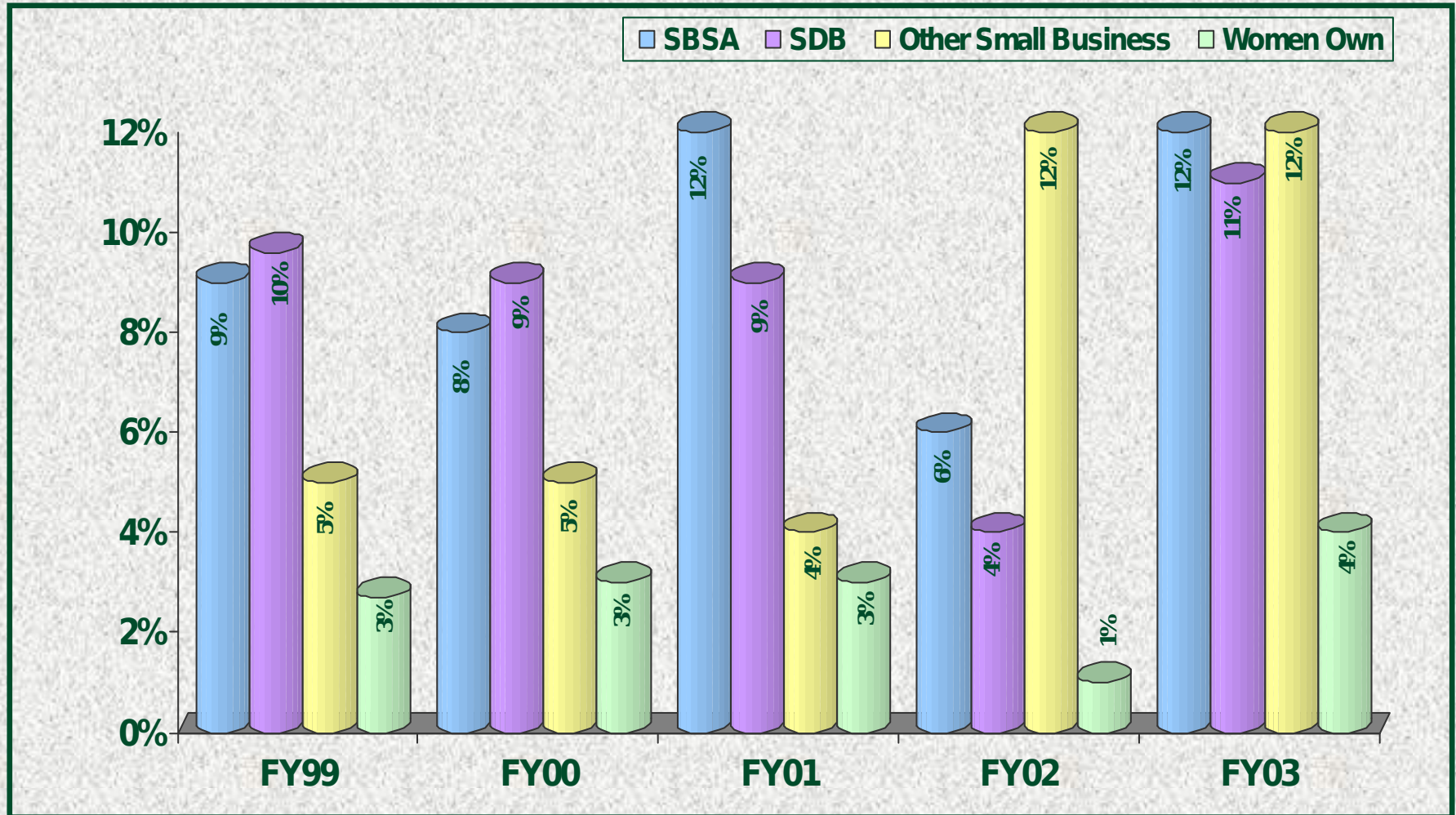
\$Obligations in Millions

#Actions in Millions

DD1057 for \$25,000 or Less Contracts
DD350 for Over \$25,000 Contracts
Combine (350 + 1057)

\$Obligations in
Millions 37

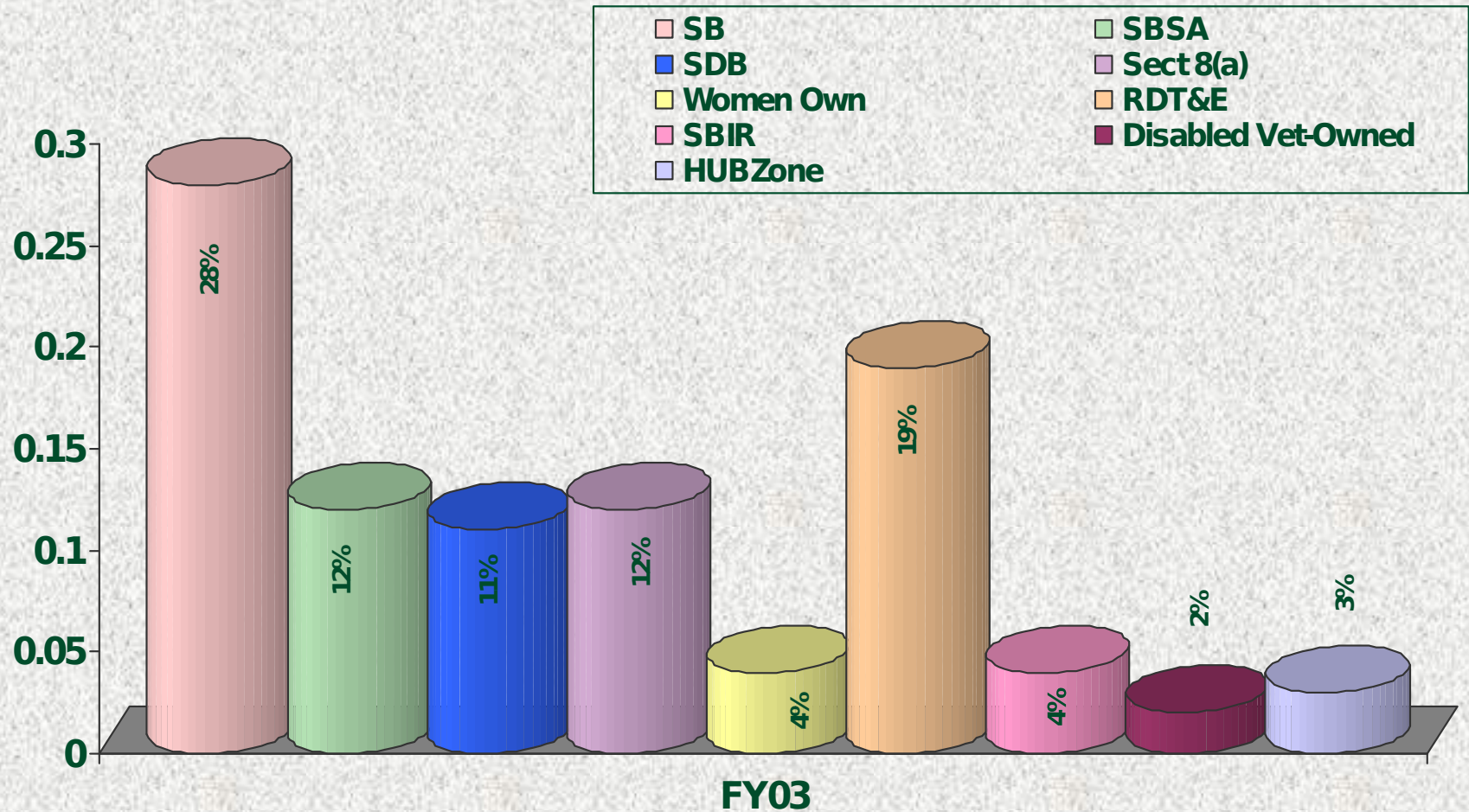
Dollar Percentage By Types of U.S. Small Business Awards



Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.

Note: Small Business Set-aside includes Small Purchase Set-aside.

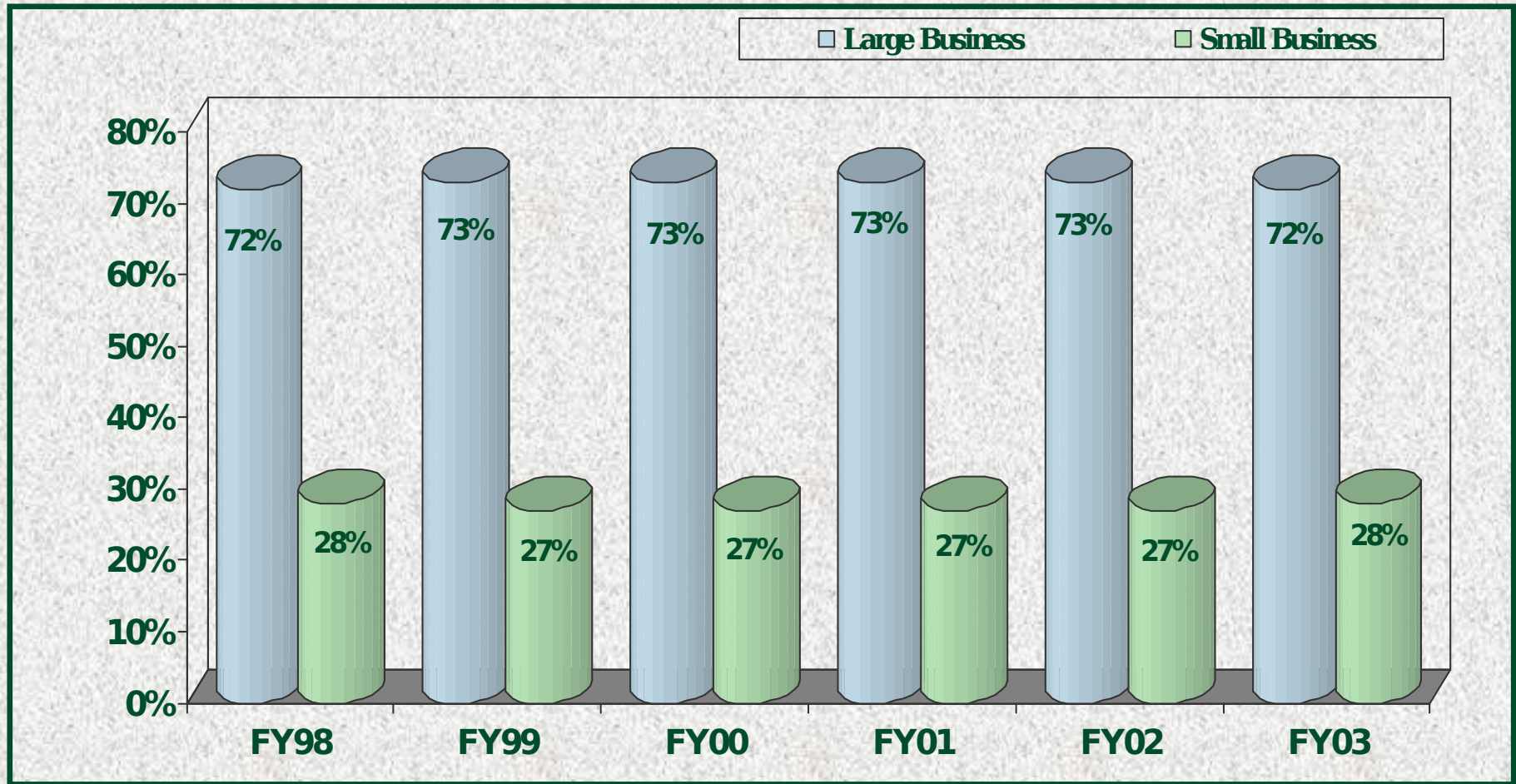
Dollar Percentage By Types of U.S. Small Business Awards



Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.

Note: Small Business Set-aside includes Small Purchase Set-aside.

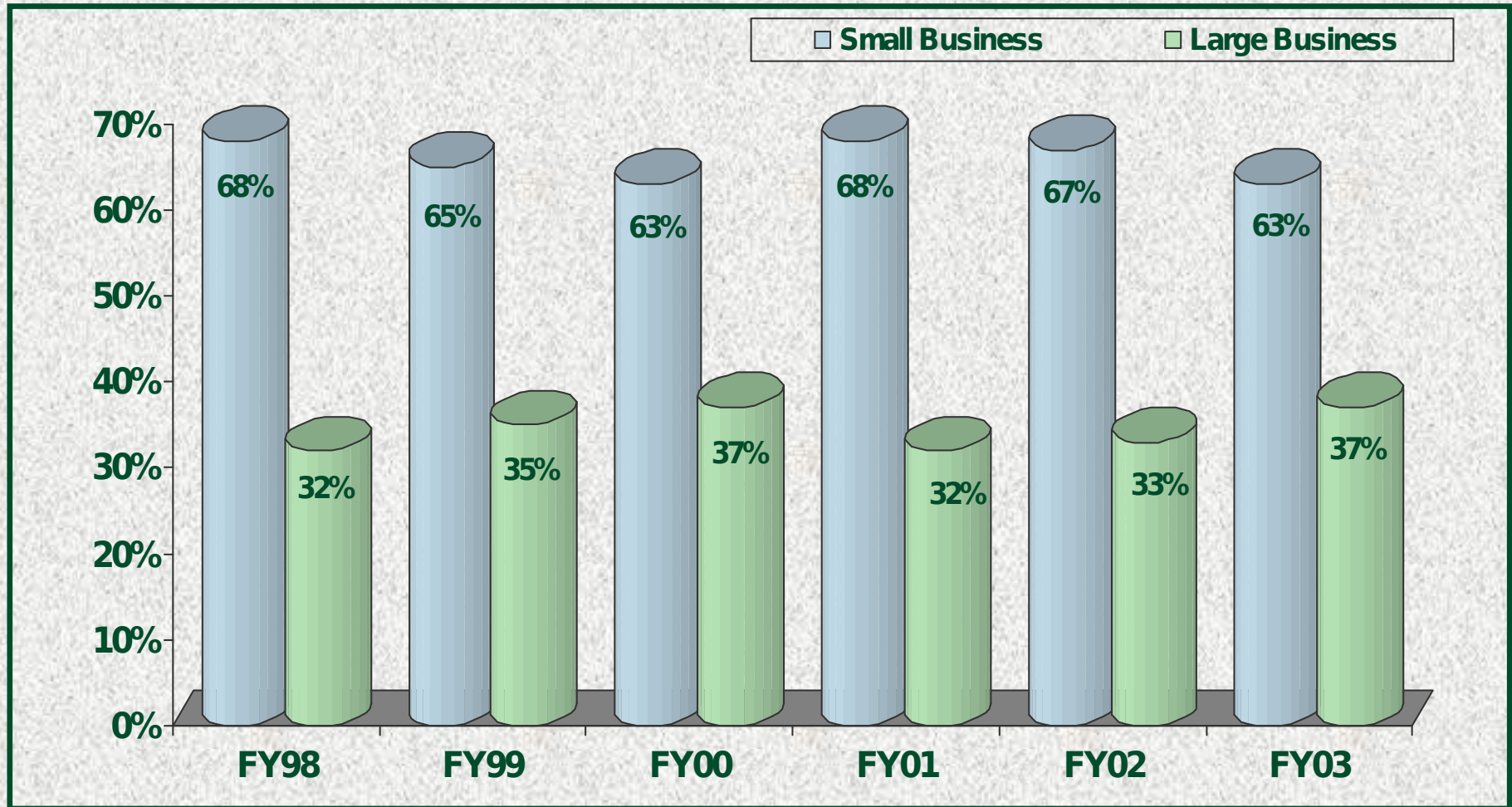
Dollar Percentage On U.S. Small vs U.S. Large Business Awards



Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.

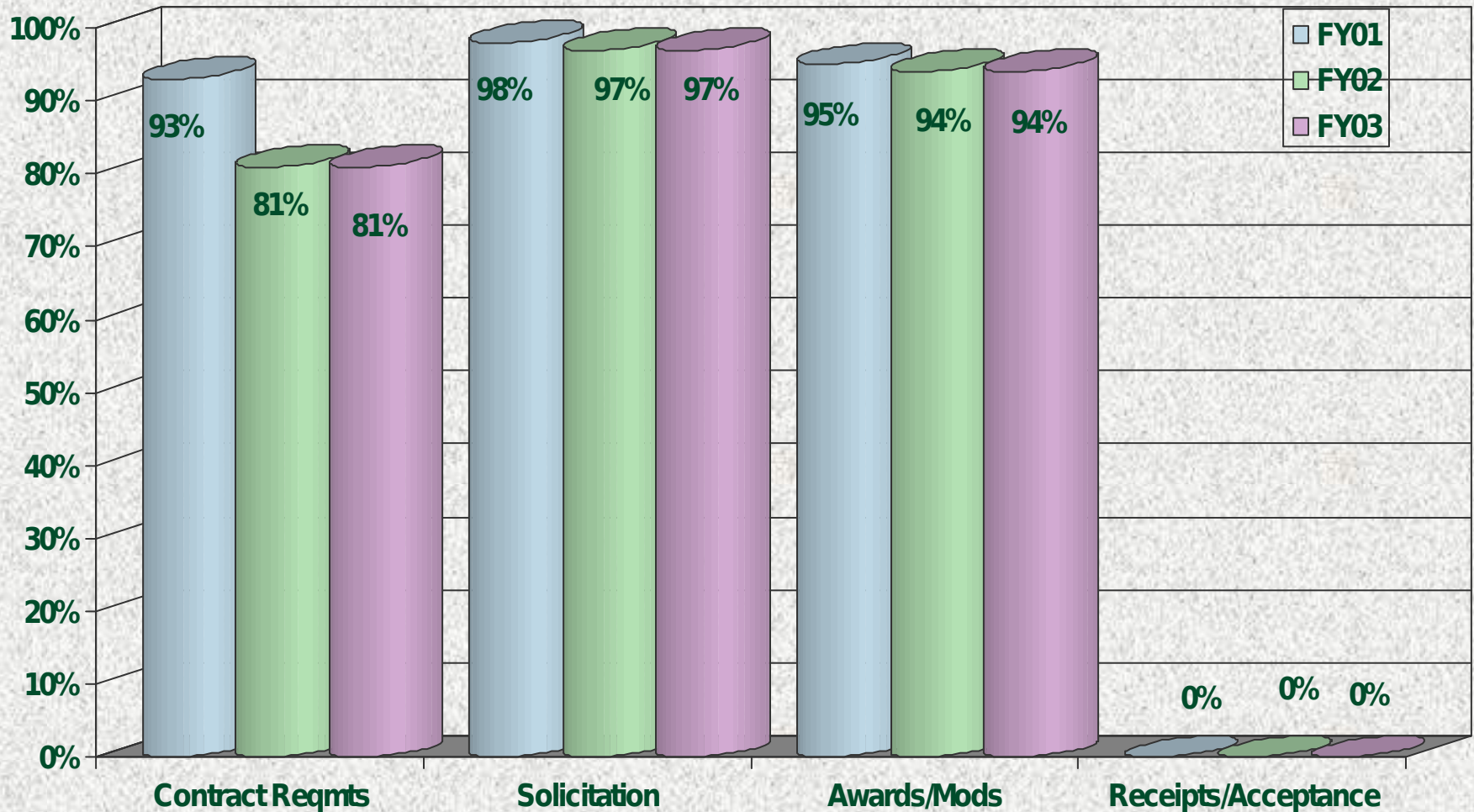
Note: Small Business Set-aside includes Small Purchase Set-aside.

Percentage On U.S. Small vs U.S. Large Business Actions

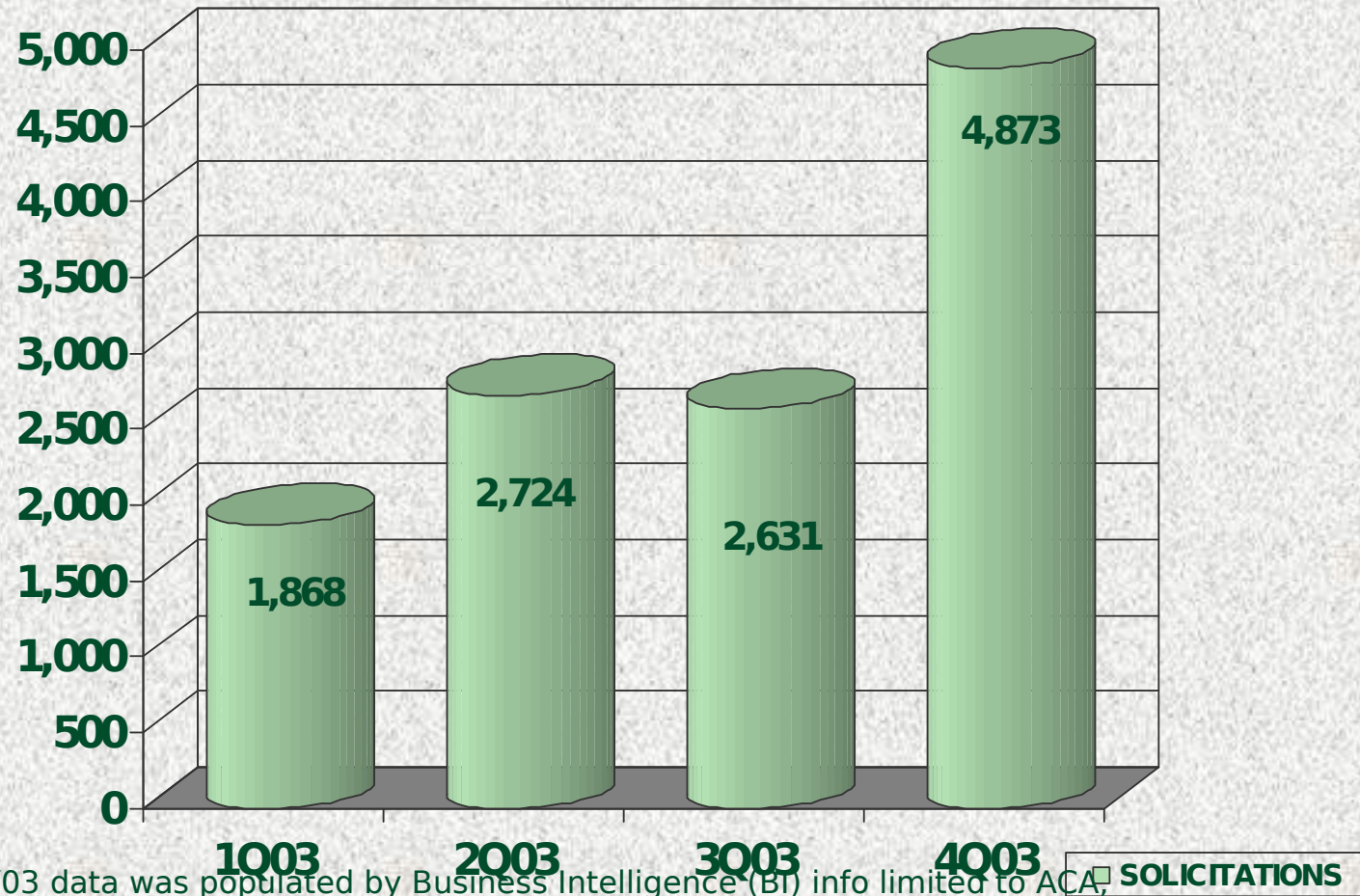


Note: Excludes Other Defense Agencies (ODA's)

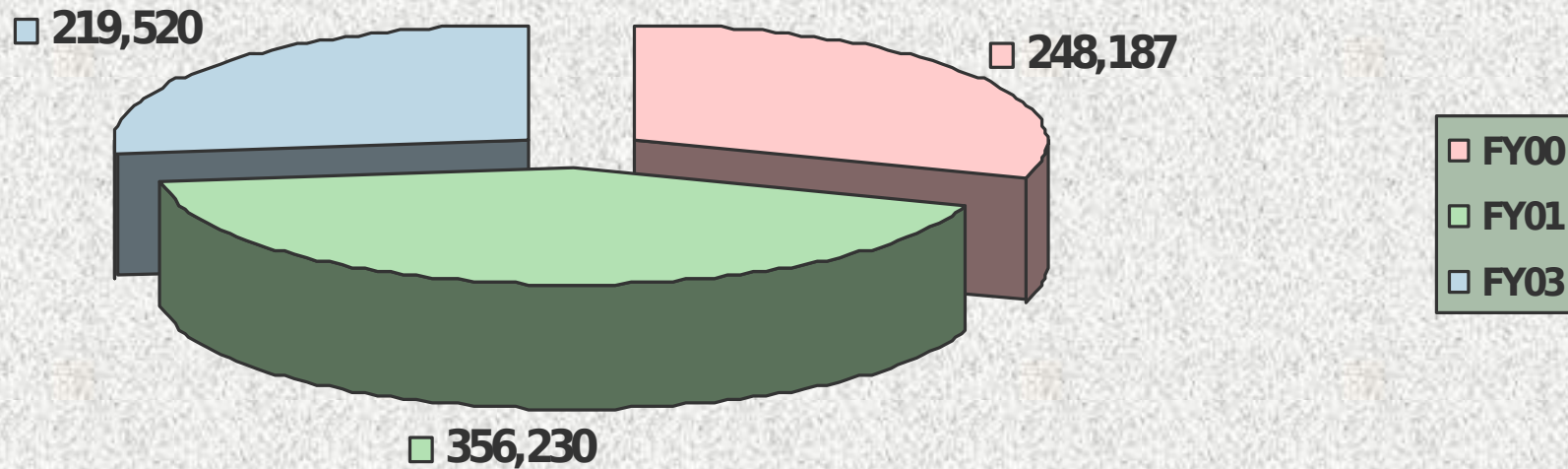
Percentages On Overall Army Paperless Contracting



Number of Electronic Solicitations

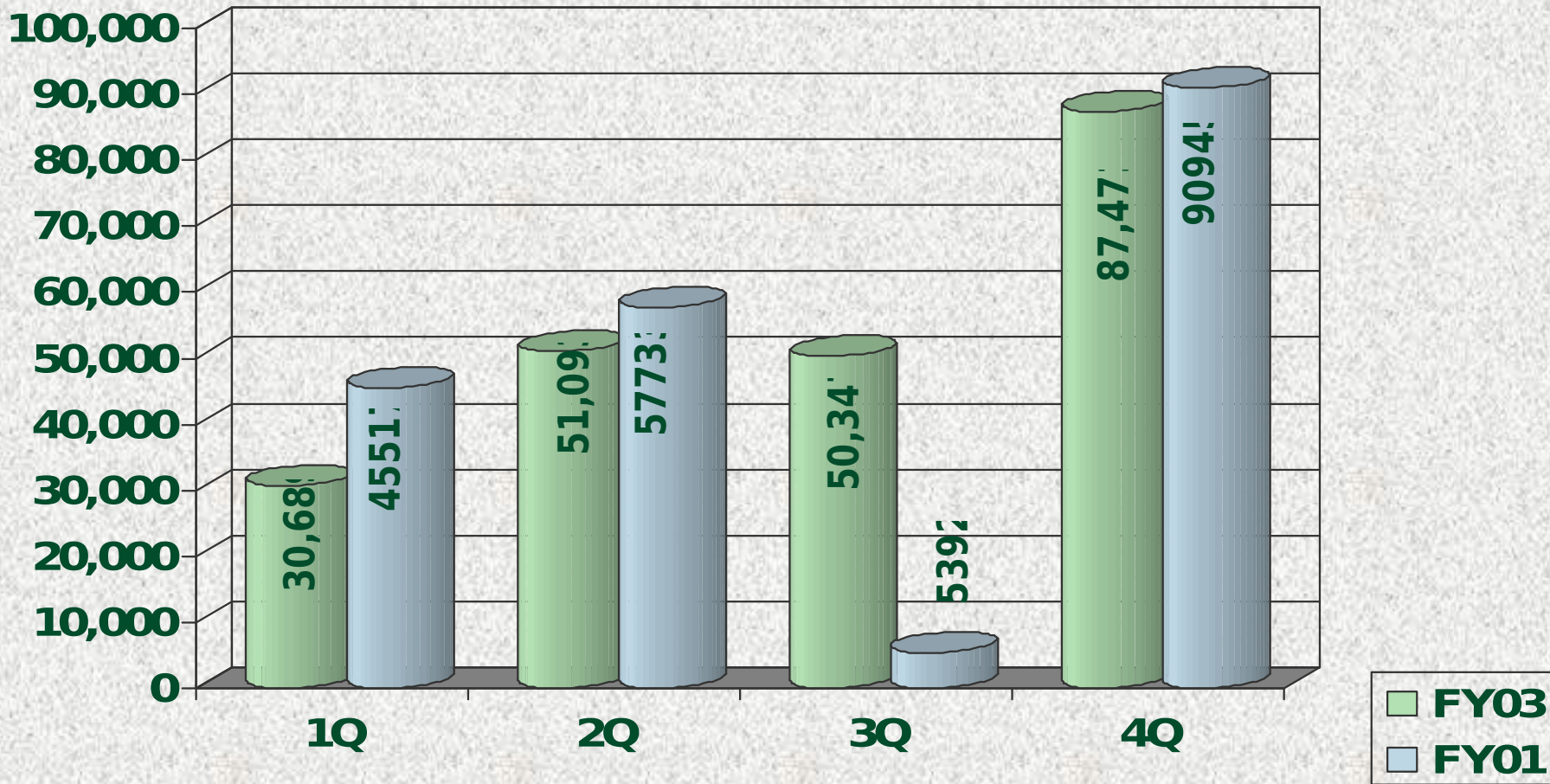


Number of Electronic Awards



FY03 data was populated by Business Intelligence (BI) info limited to ACA, NGB & SPS.

Number of Electronic Awards



Note: FY02 data was omitted.

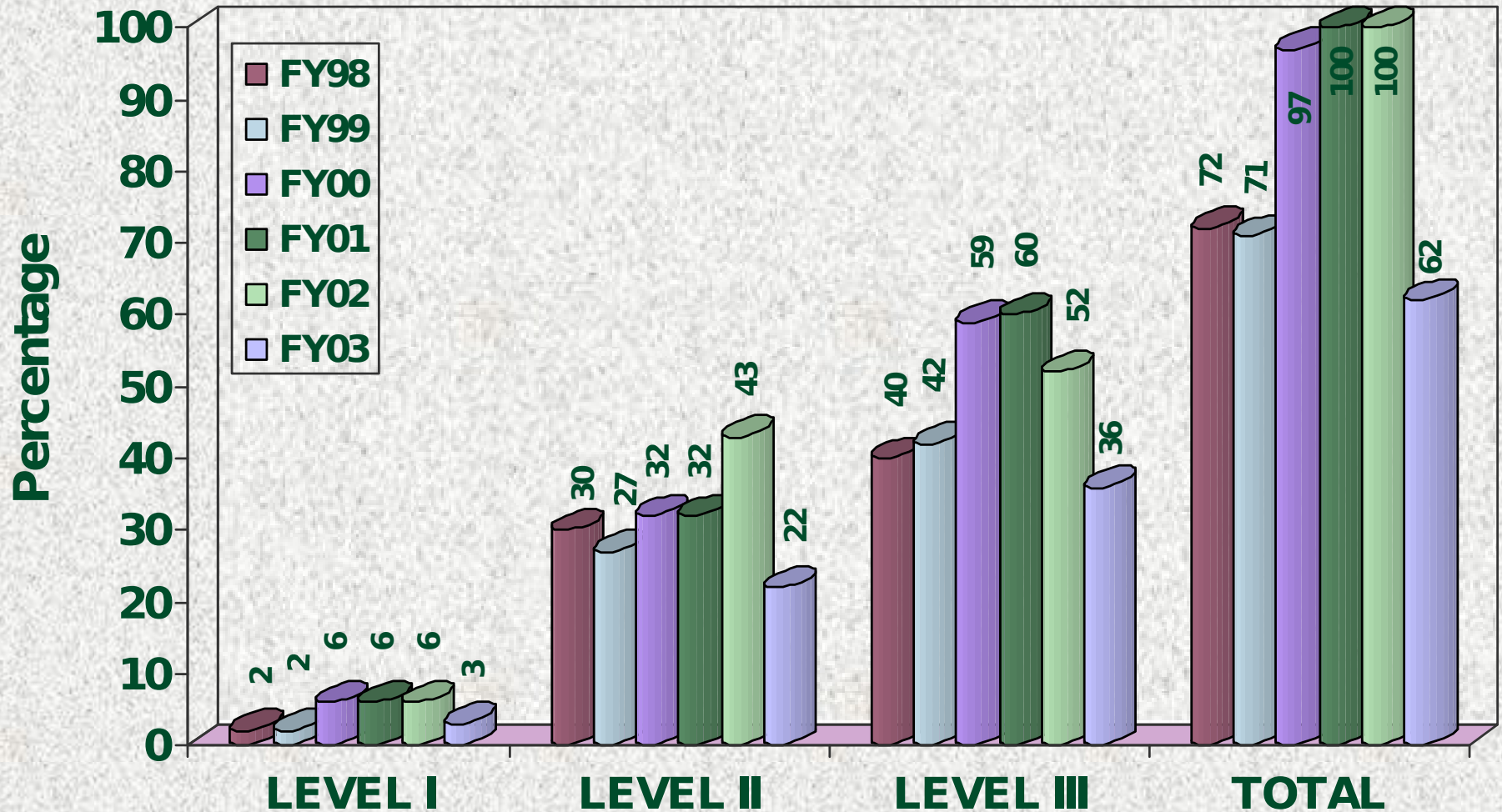
FY03 data was populated by Business Intelligence (BI) info limited to ACA, NGB & SPS.

Competition Report

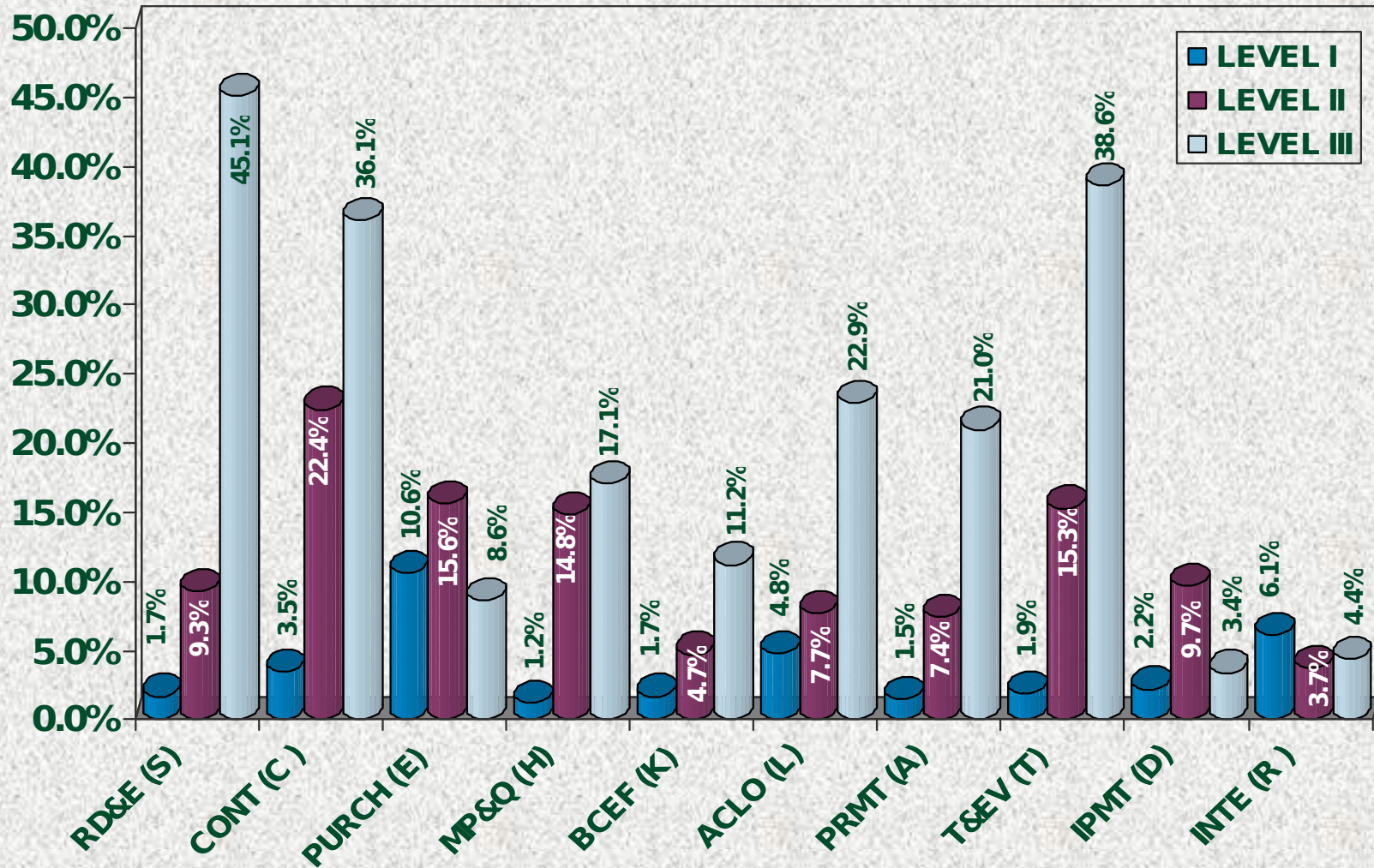


■ % Competed
Actions
■ % Competed
Dollars

Total Overall Percentages on DAWIA Certs by Fiscal Year

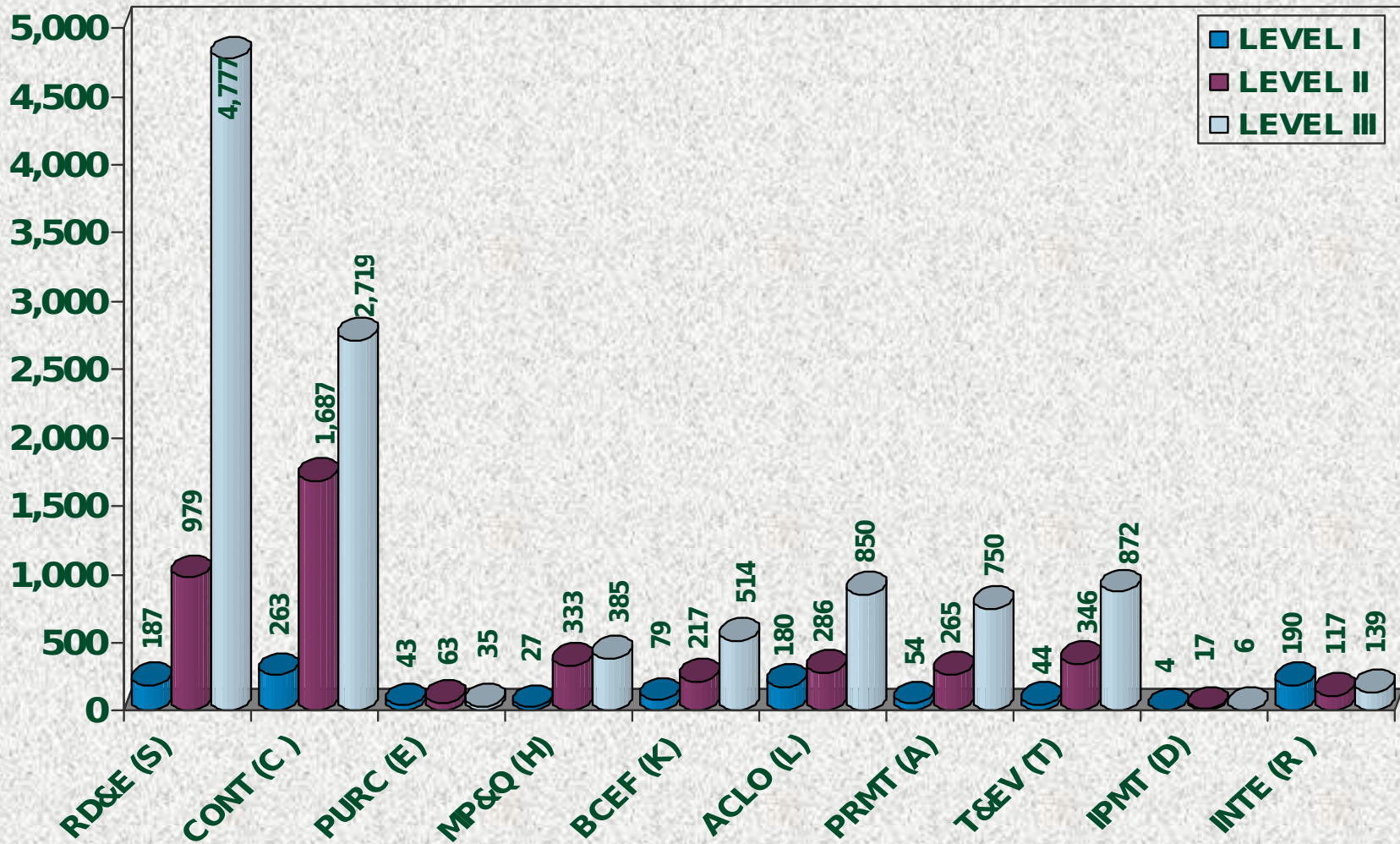


DAWIA Certs Percentages by Career Category (FY03)



* BCEF - Business Cost Estimation and Finance Management
 * RD&E - System Planning, Research, Development and Engineering
 * Includes civilian and military (51s)

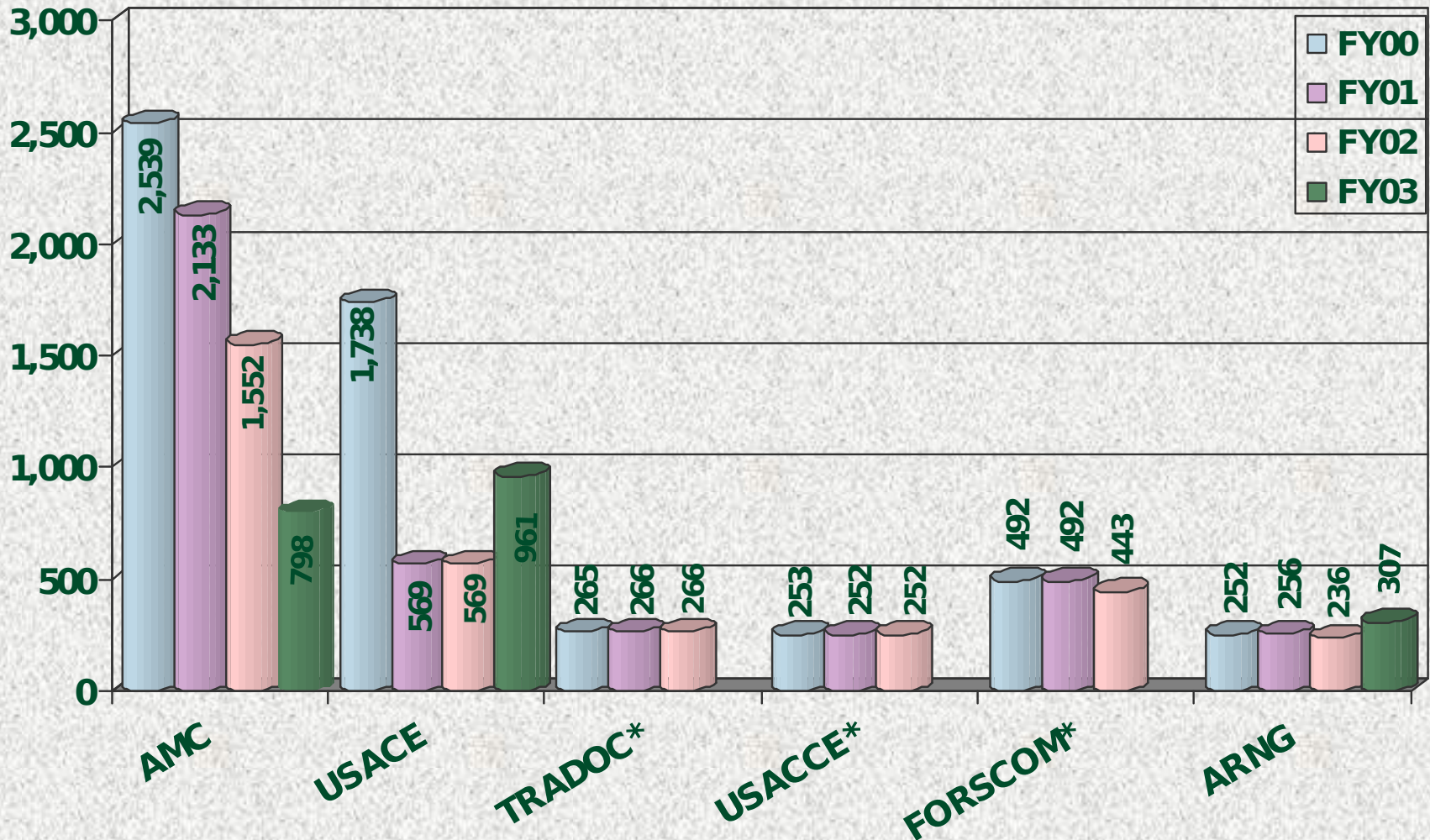
DAWIA Certs by Career (FY03)



* BCEF - Business Cost Estimation and Finance Management

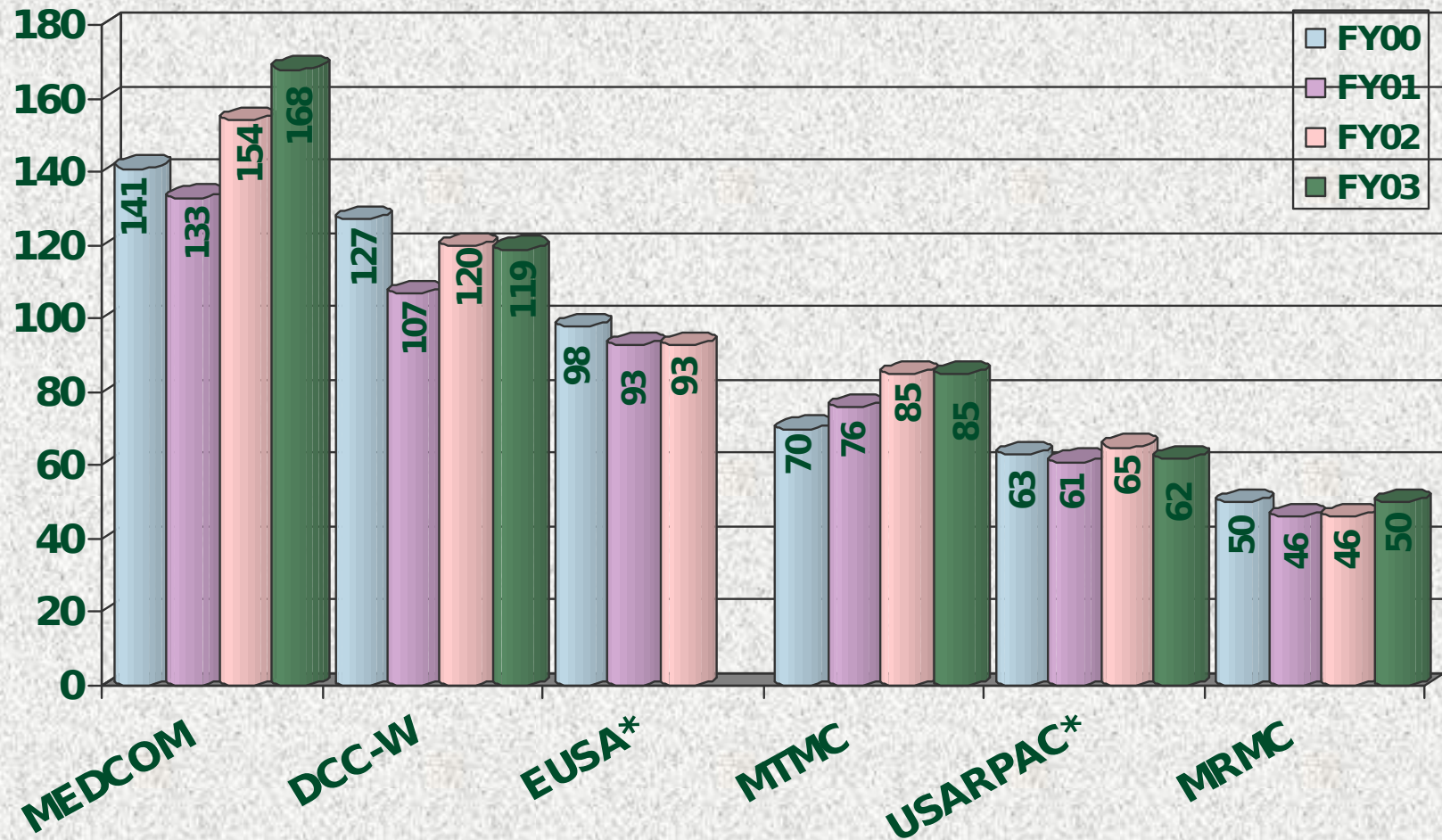
* RD&E - System Planning, Research, Development and Engineering

Contracting TDA (1102 & 51) by MACOM



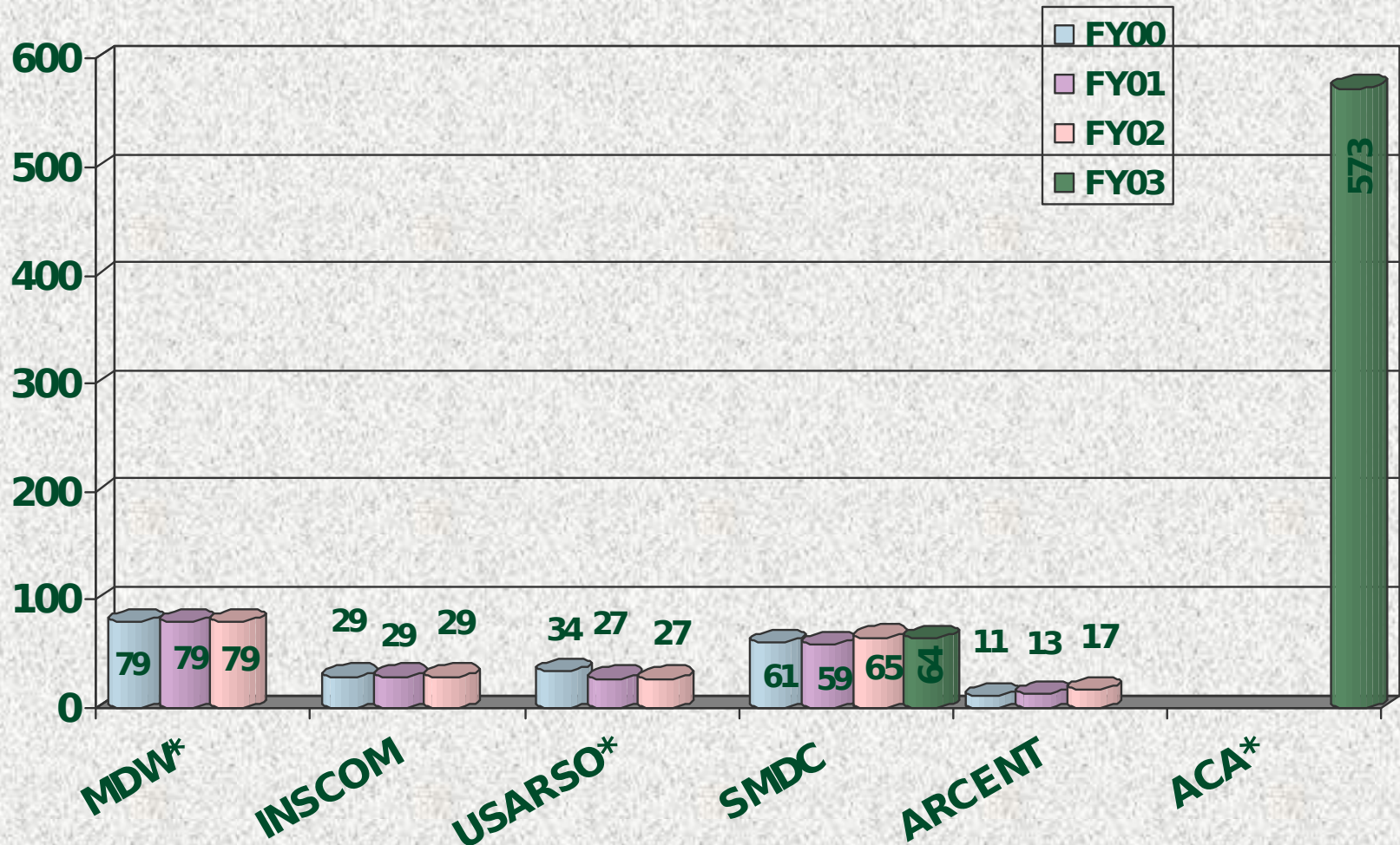
* ACA or ACA consolidation

Contracting TDA (1102 & 51) by MACOM (Con't)



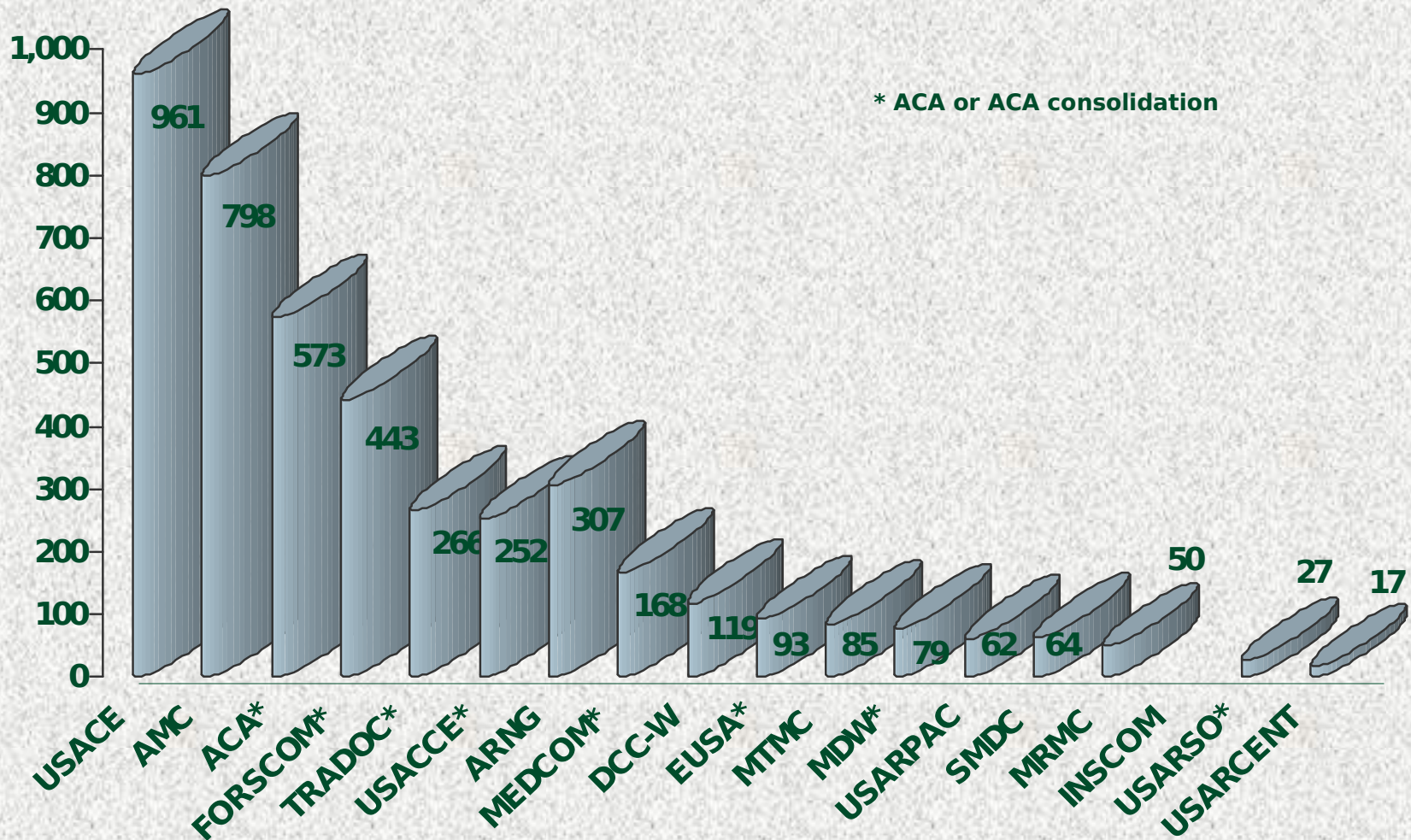
* ACA or ACA consolidation

Contracting TDA (1102 & 51) by MACOM(Con't)

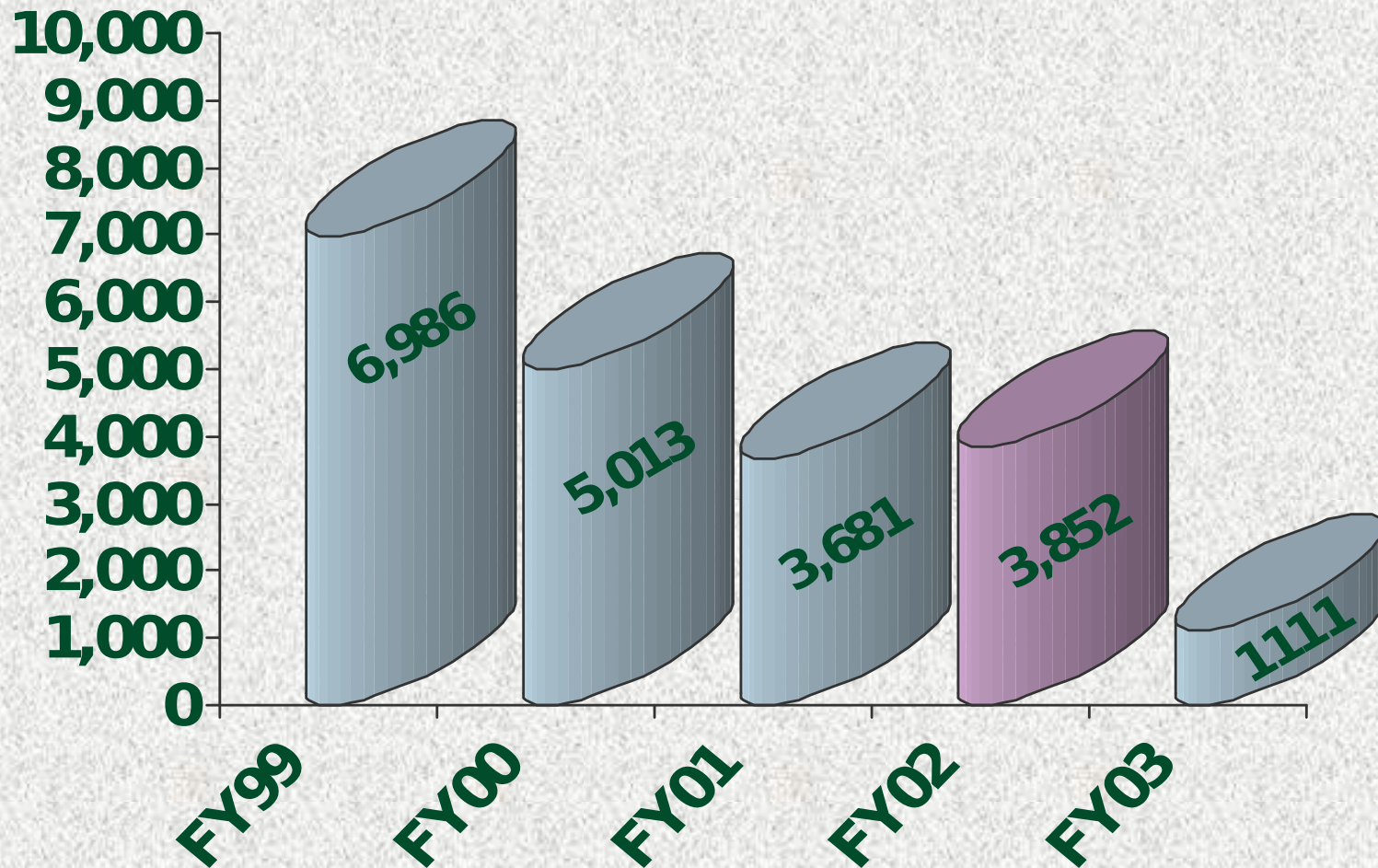


* ACA or ACA consolidation

Contracting TDA by MACOM (FY03)

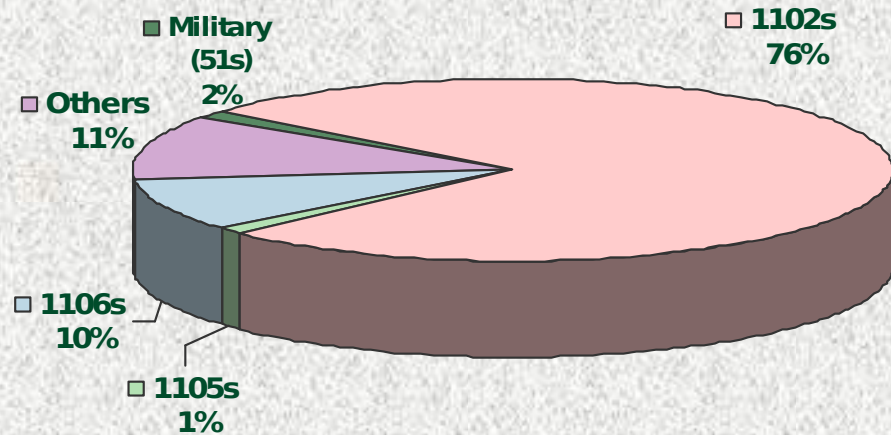


Army Contracting Personnel Trend

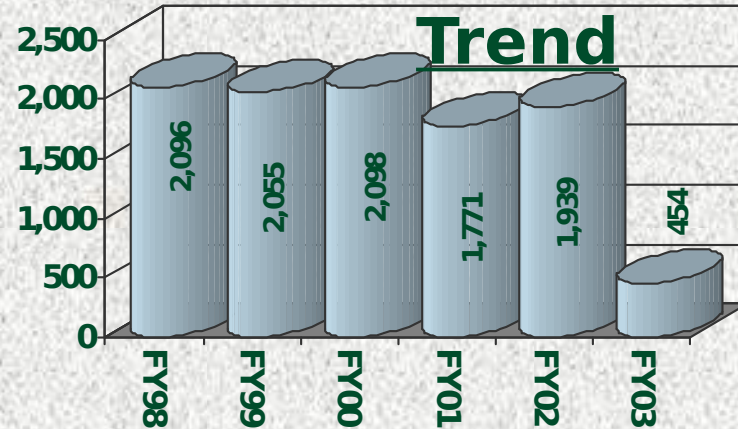


AMC Contracting TDA Trends

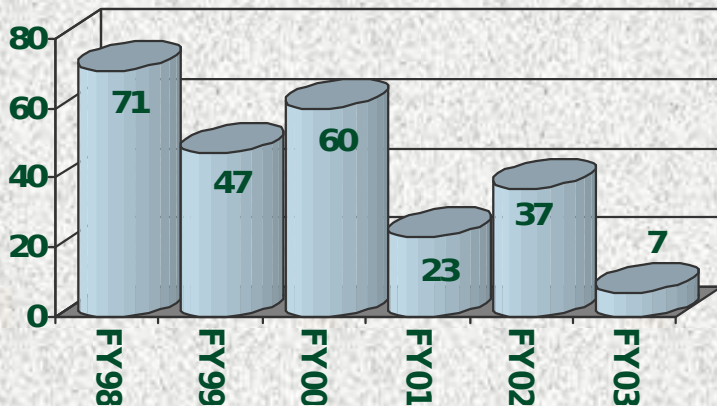
Contracting TDA



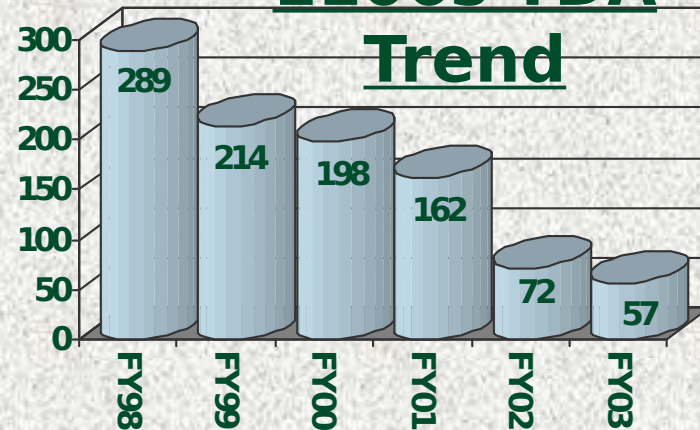
1102s TDA



1105s TDA Trend

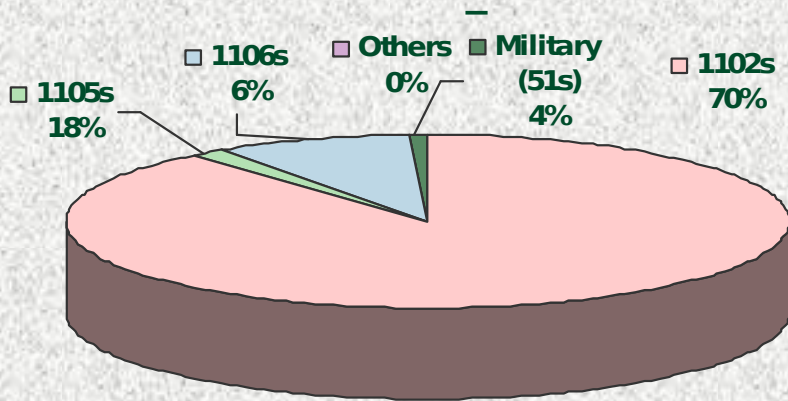


1106s TDA

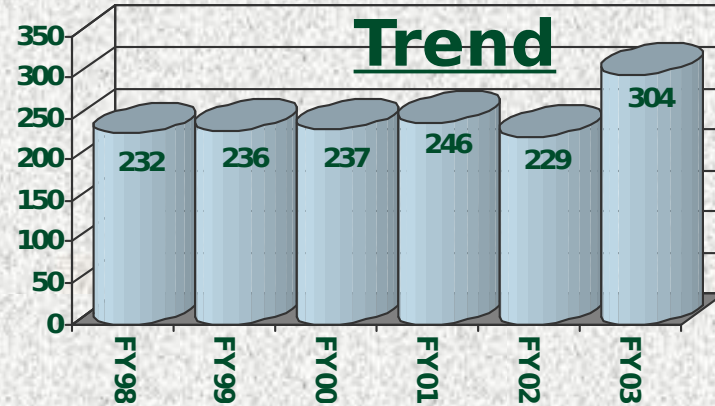


ARNG Contracting TDA Trends

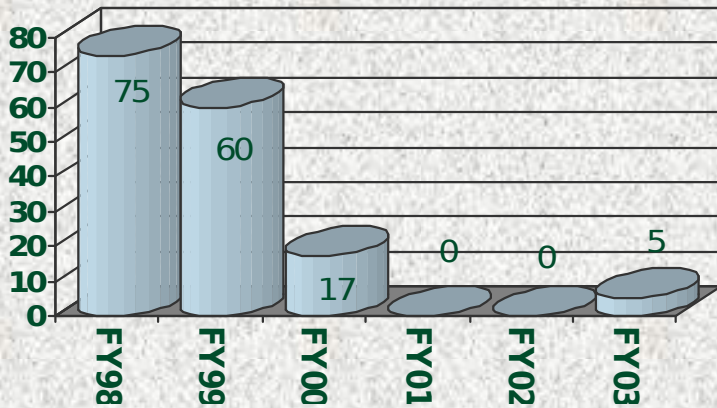
Contracting TDA



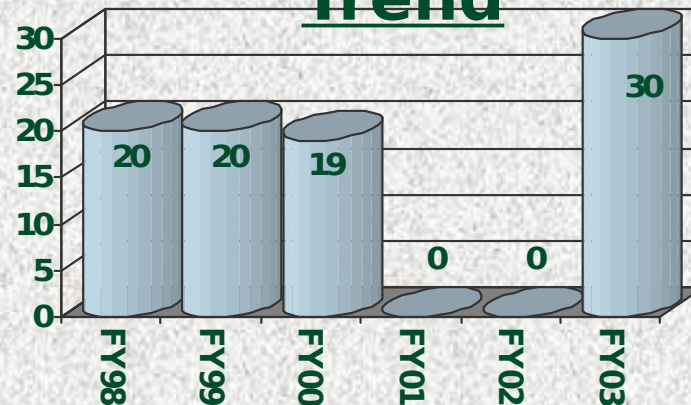
1102 TDA Trend



1105 TDA Trend

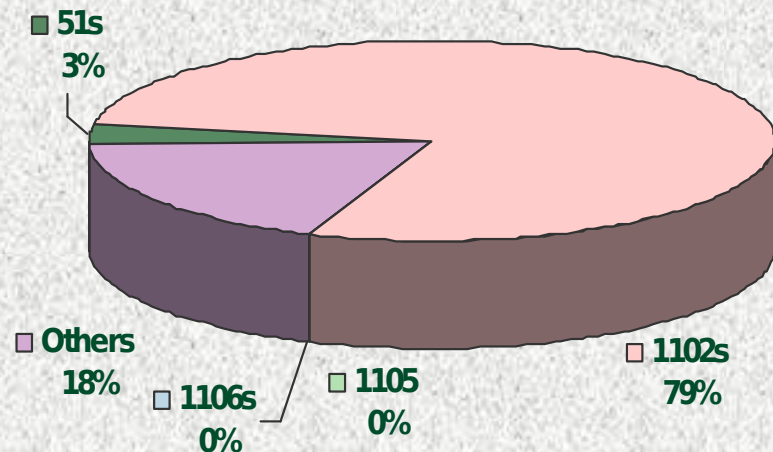


1106 TDA Trend

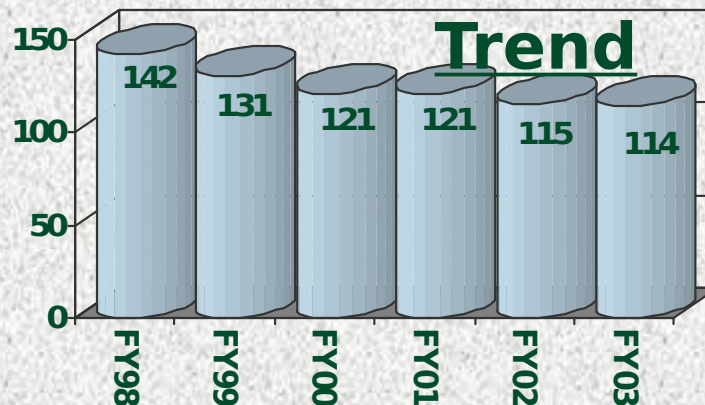


DCC-W Contracting Trends

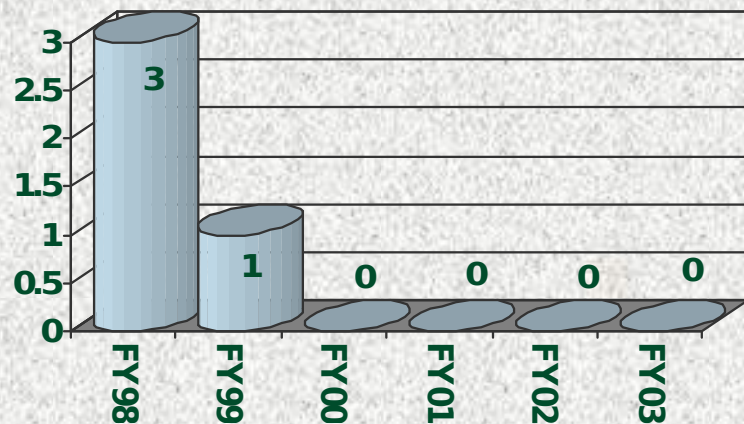
Contracting TDA



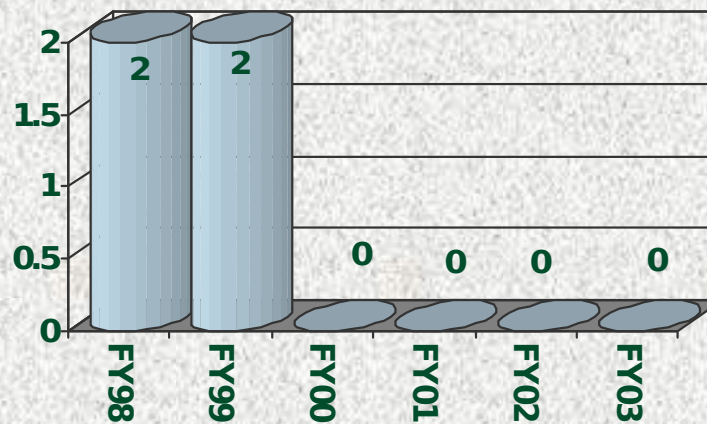
1102 TDA



1105 TDA Trend

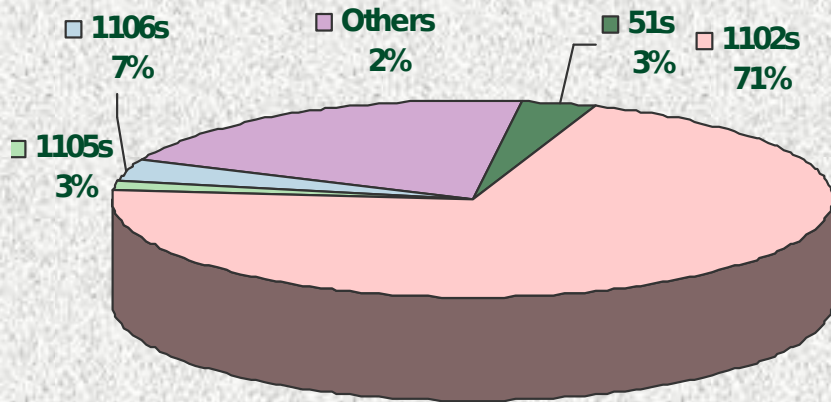


1106 TDA Trend

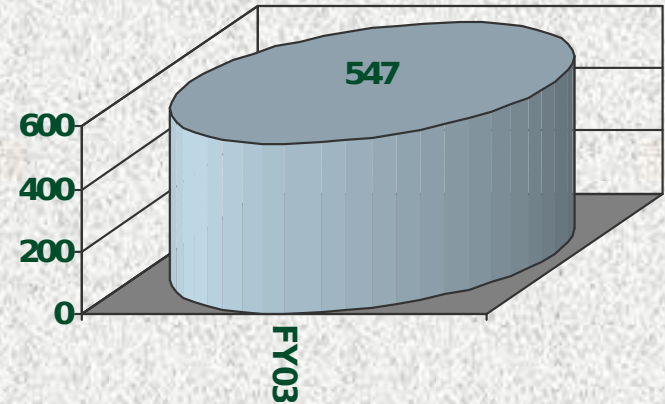


ACA Contracting TDA Trends

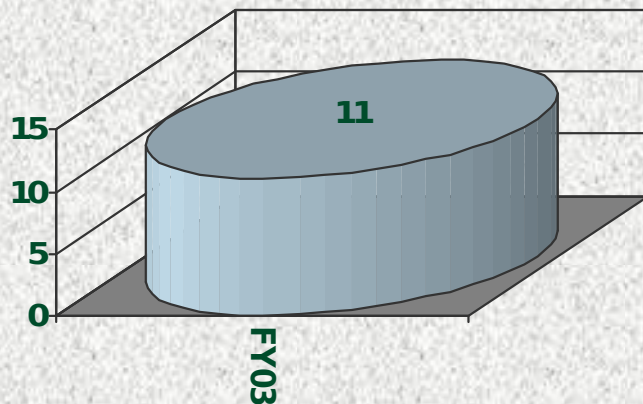
Contracting TDA



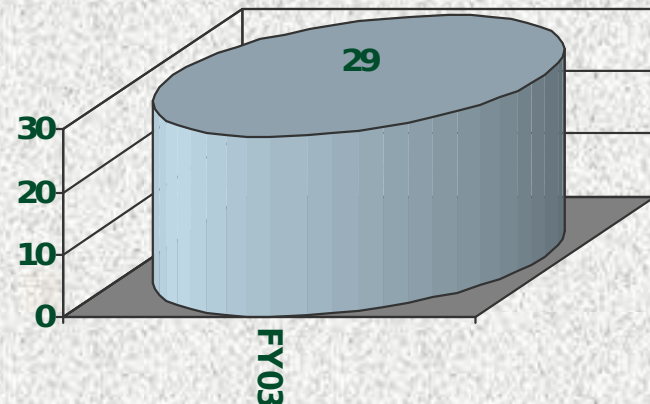
1102 TDA Trend



1105 TDA Trend

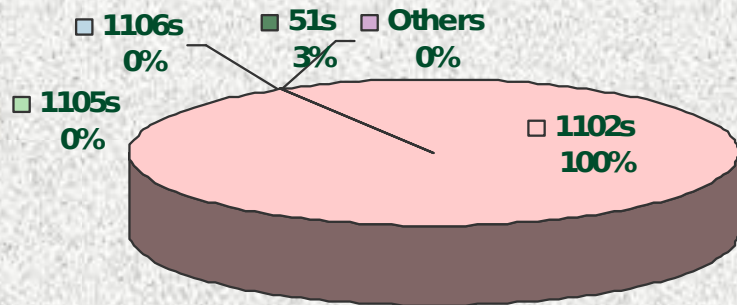


1106 TDA Trend

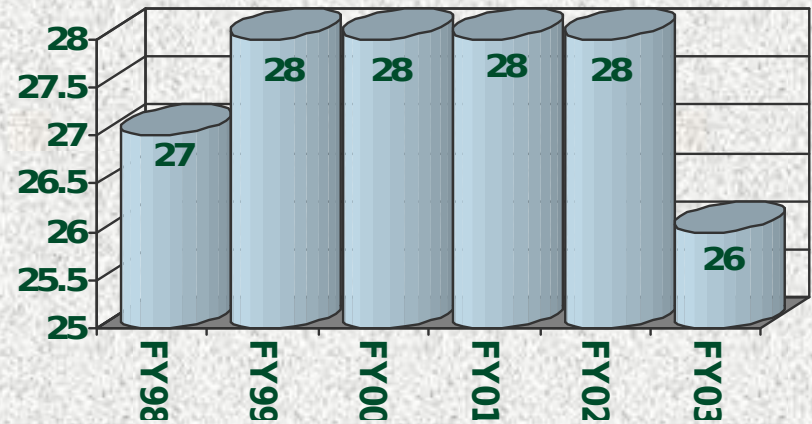


INSCOM Contracting TDA Trends

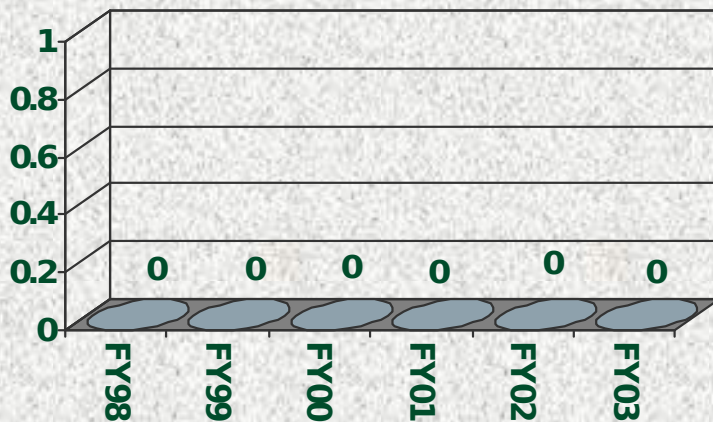
Contracting TDA



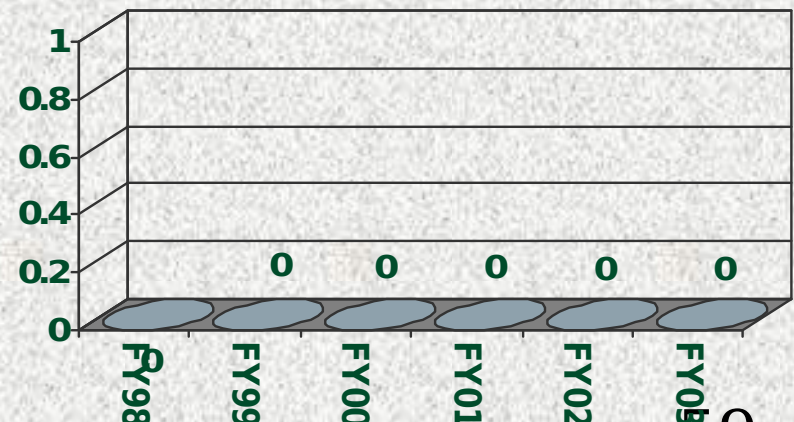
1102s TDA Trend



1105s TDA Trend

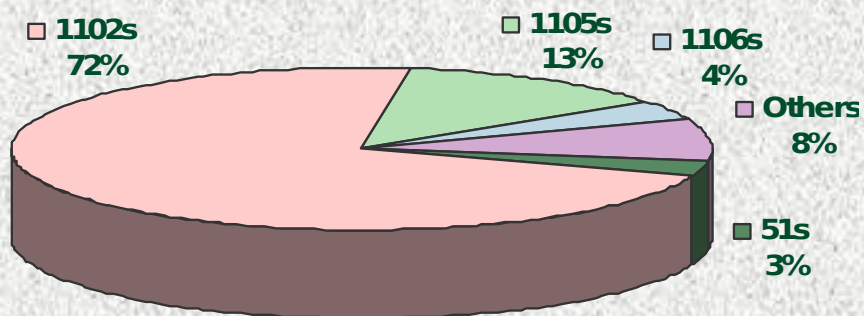


1106s TDA Trend

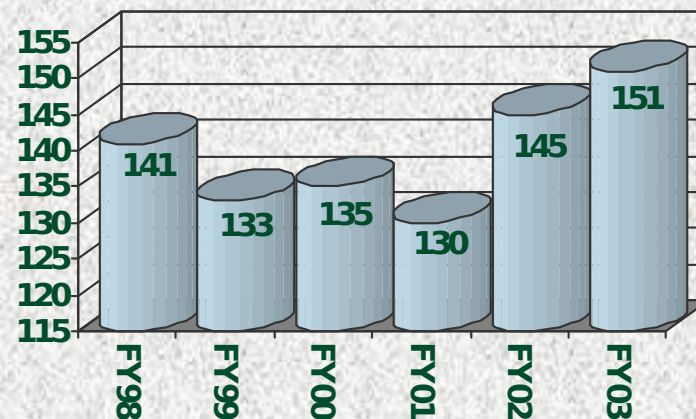


MEDCOM Contracting TDA Trends

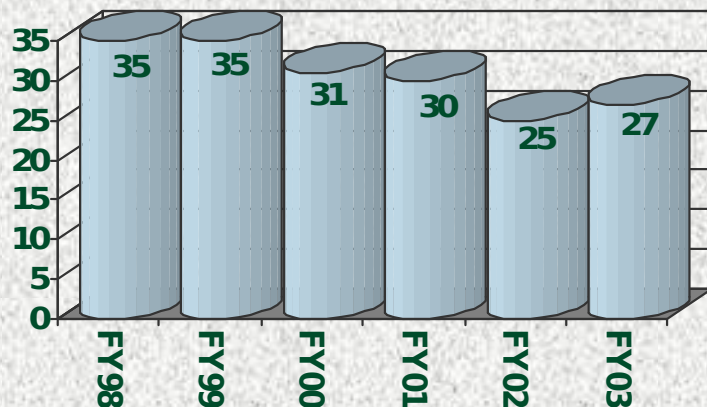
Contracting TDA



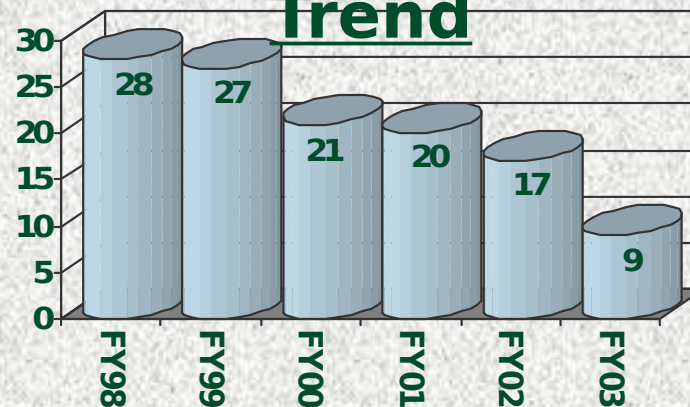
1102 TDA Trend



1105 TDA Trend

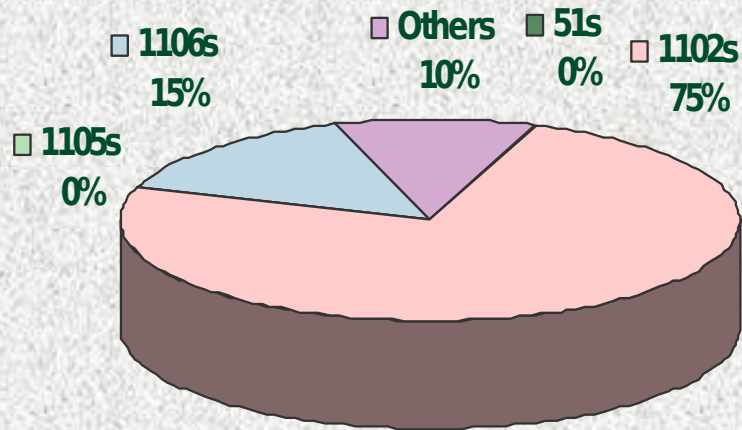


1106 TDA Trend

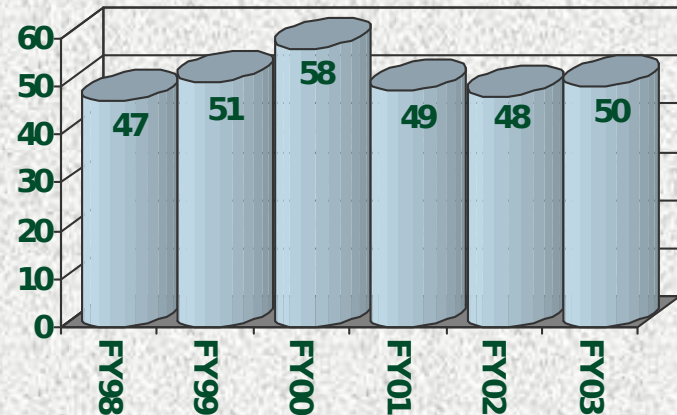


MRAA Contracting TDA Trends

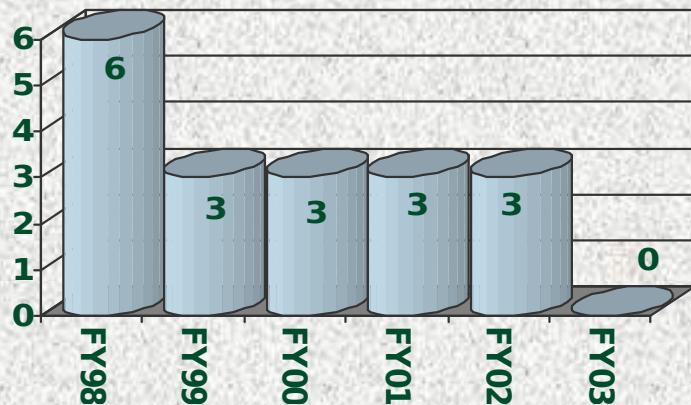
Contracting TDA



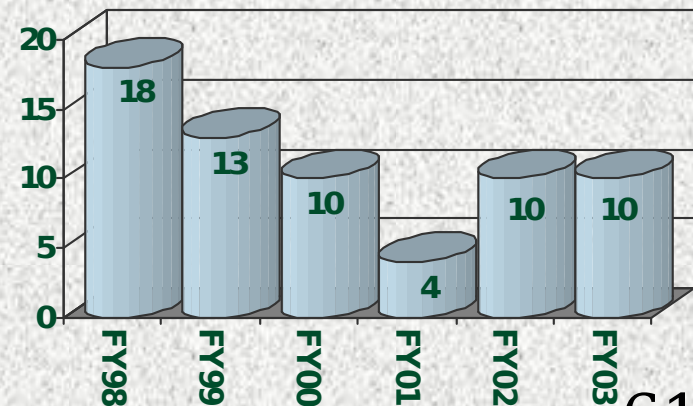
1102 TDA Trend



1105 TDA Trend

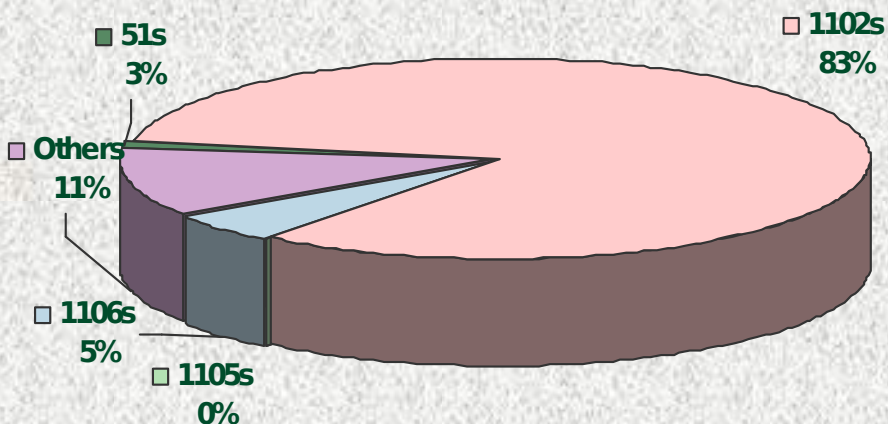


1106 TDA Trend

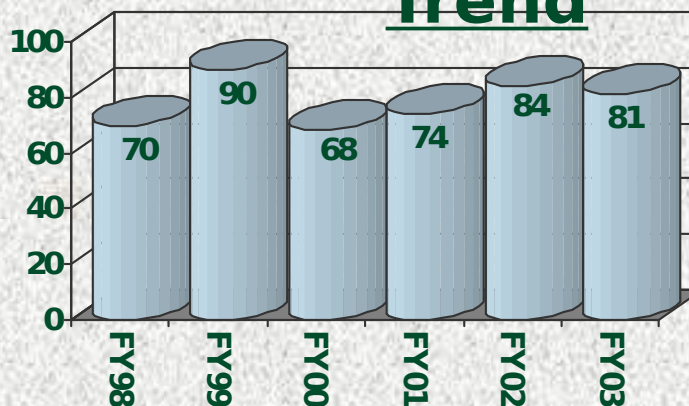


MTMC Contracting TDA Trends

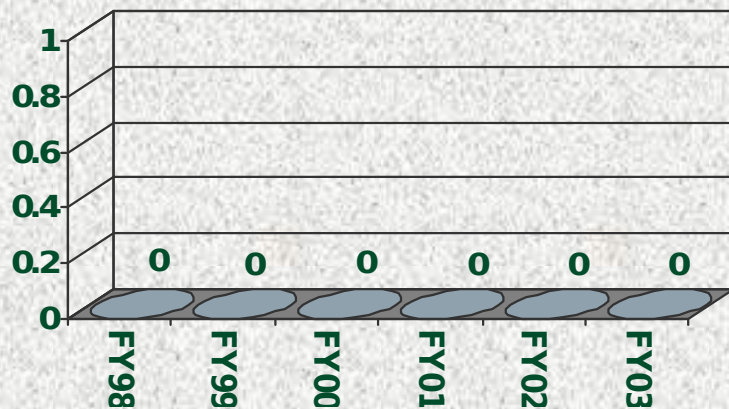
Contracting TDA



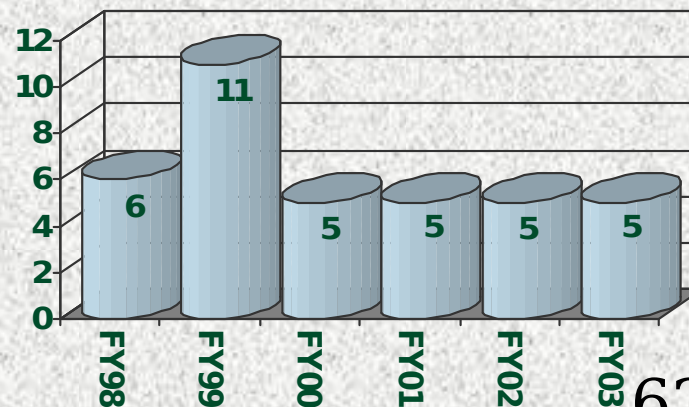
1102 TDA Trend



1105 TDA Trend

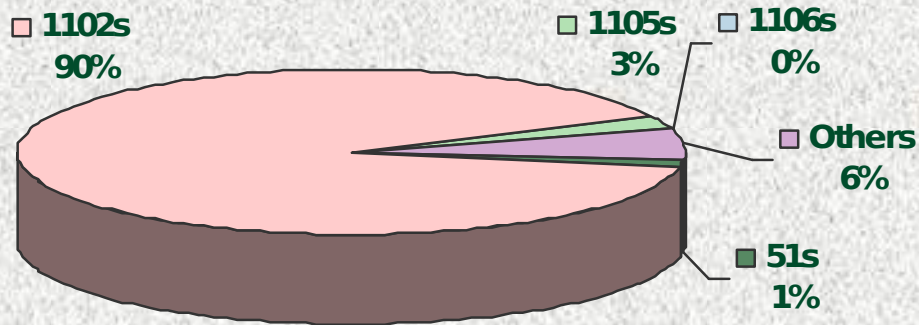


1106 TDA Trend

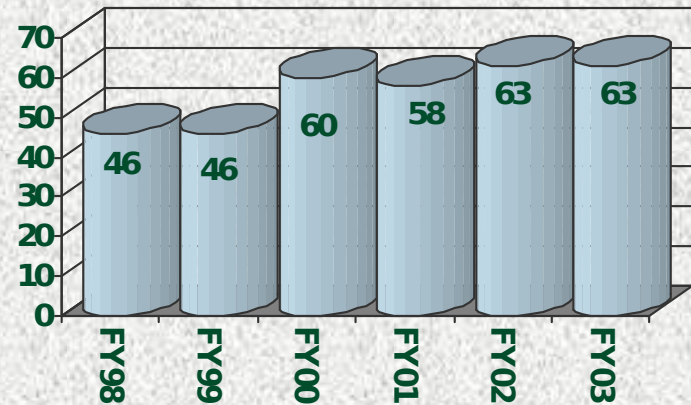


SMDC Contracting TDA Trends

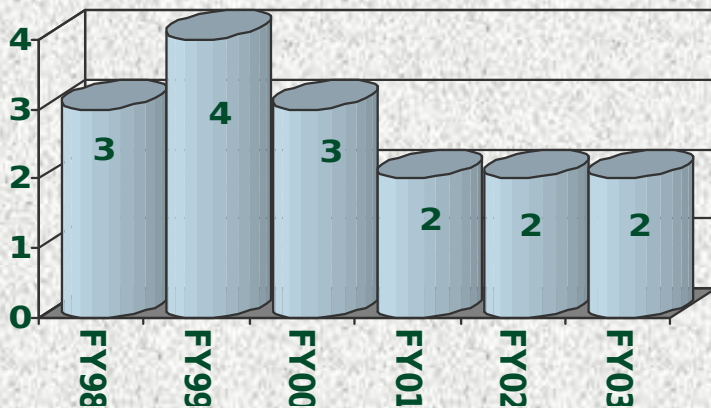
Contracting TDA



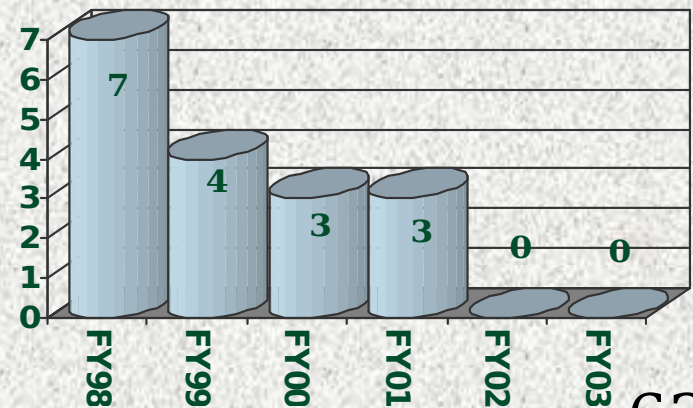
1102 TDA Trend



1105 TDA Trend

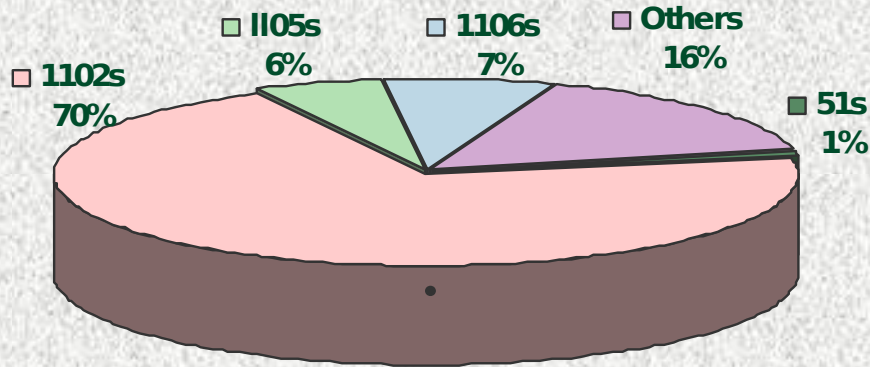


1106 TDA Trend

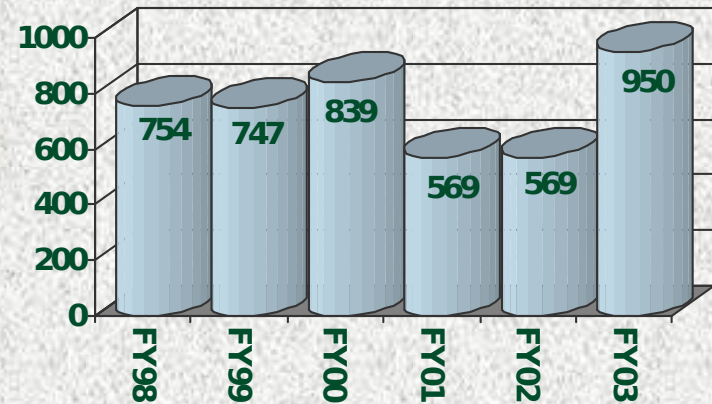


USACE Contracting TDA Trends

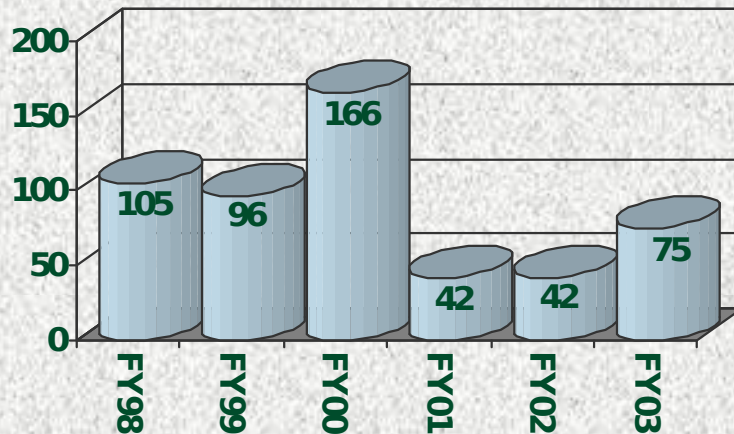
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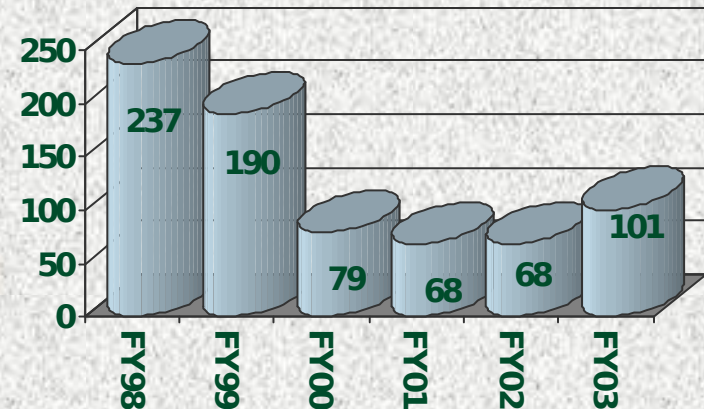
1102 TDA Trend



1105 TDA Trend

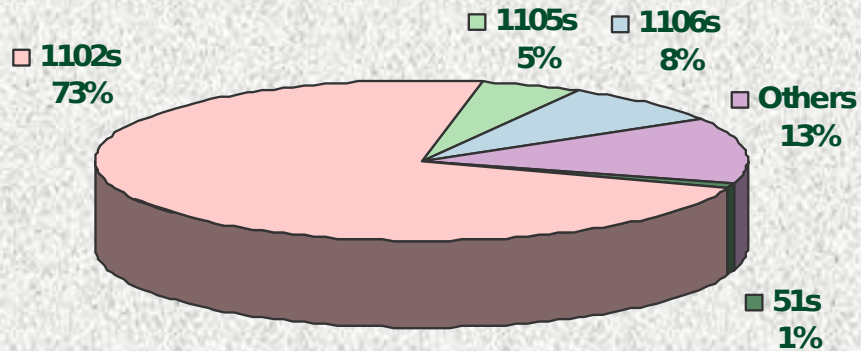


1106 TDA Trend

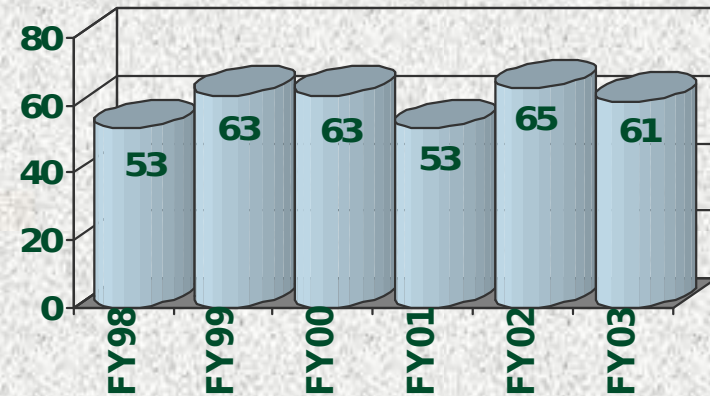


USARPAC Contracting TDA Trends

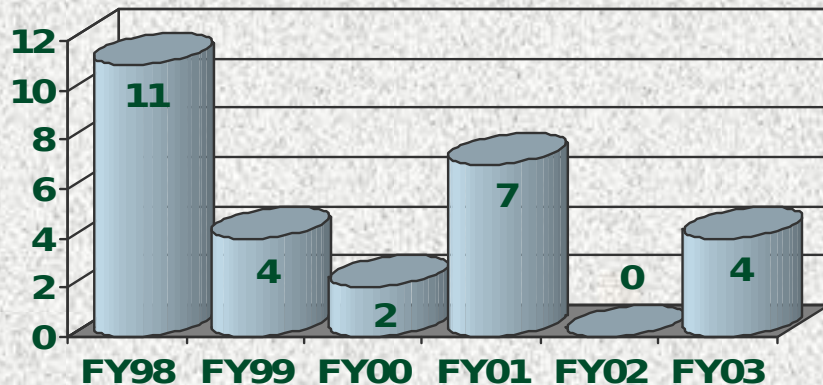
Contracting TDA



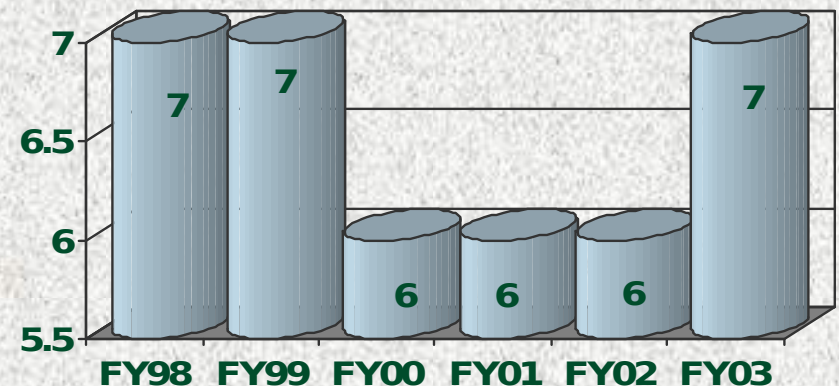
1102s TDA Trend



1105s TDA Trend

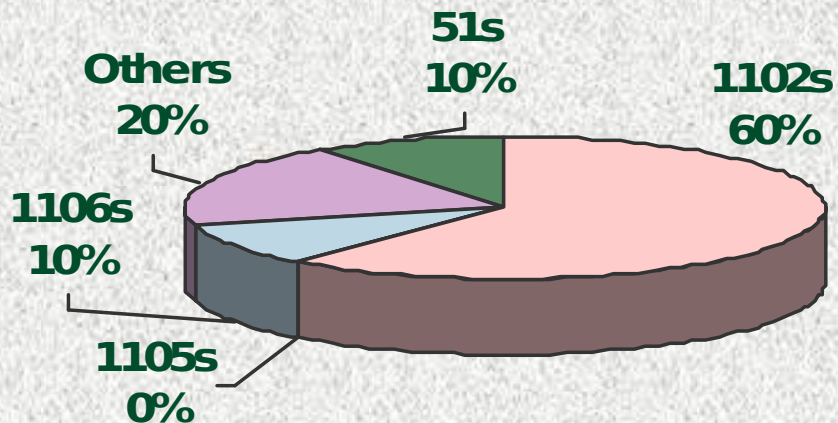


1106s TDA Trend

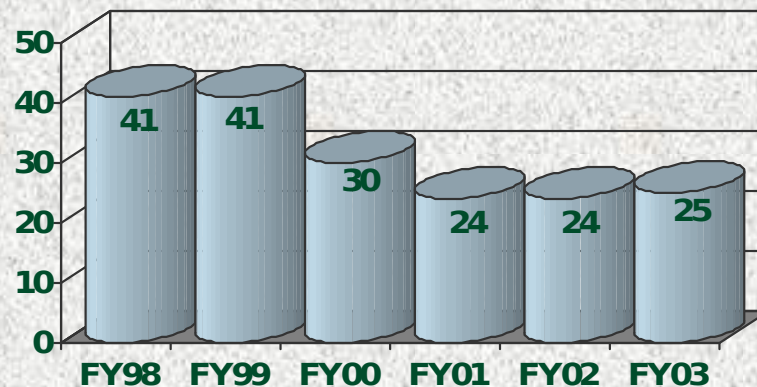


USARSO Contracting TDA Trends

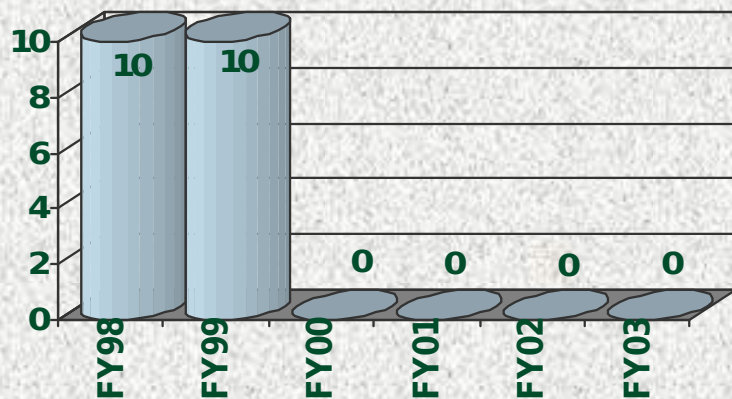
Contracting TDA



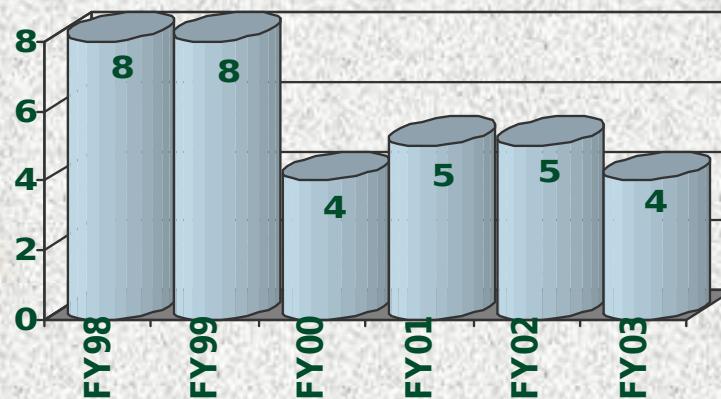
1102s TDA Trend



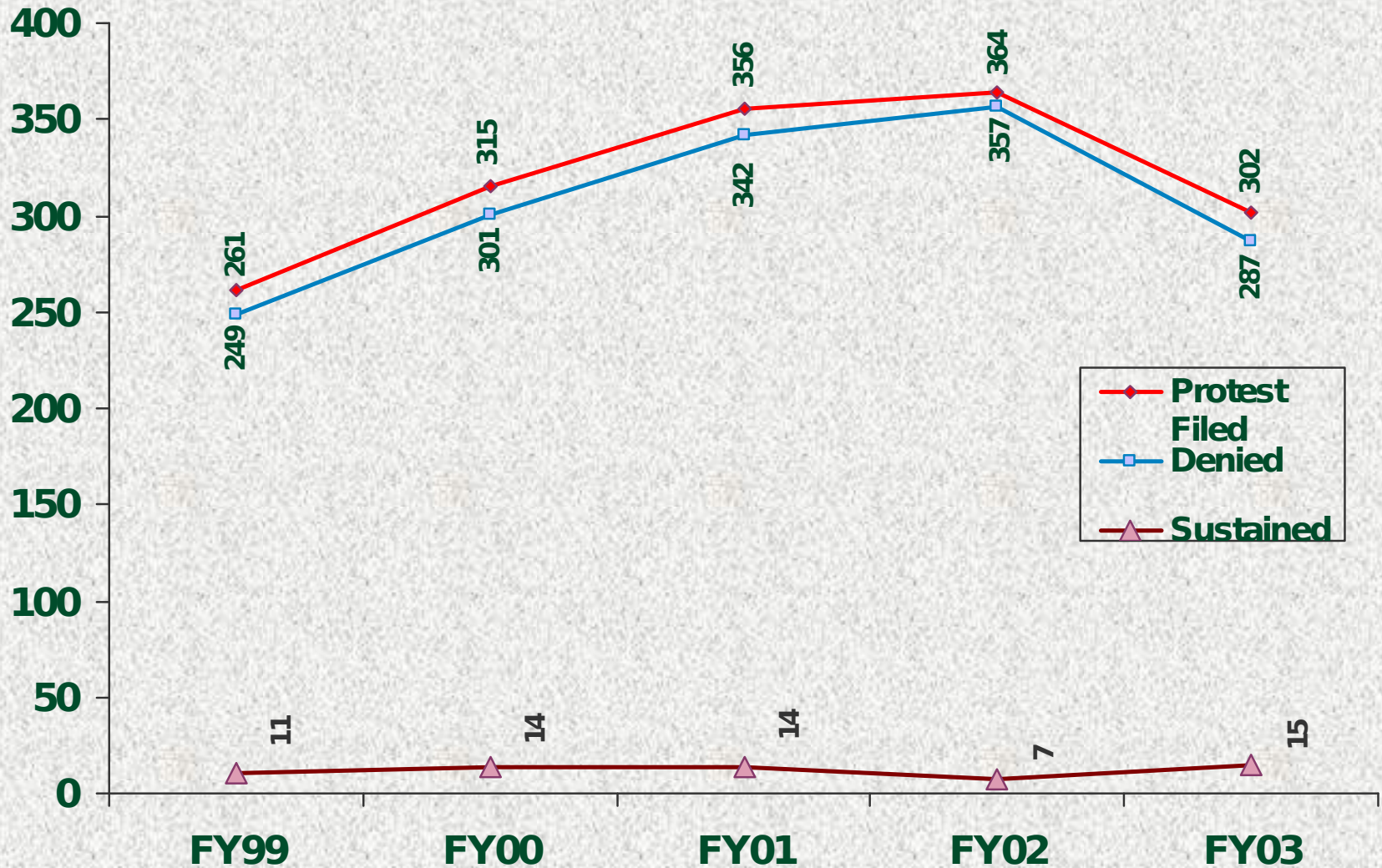
1105s TDA Trend



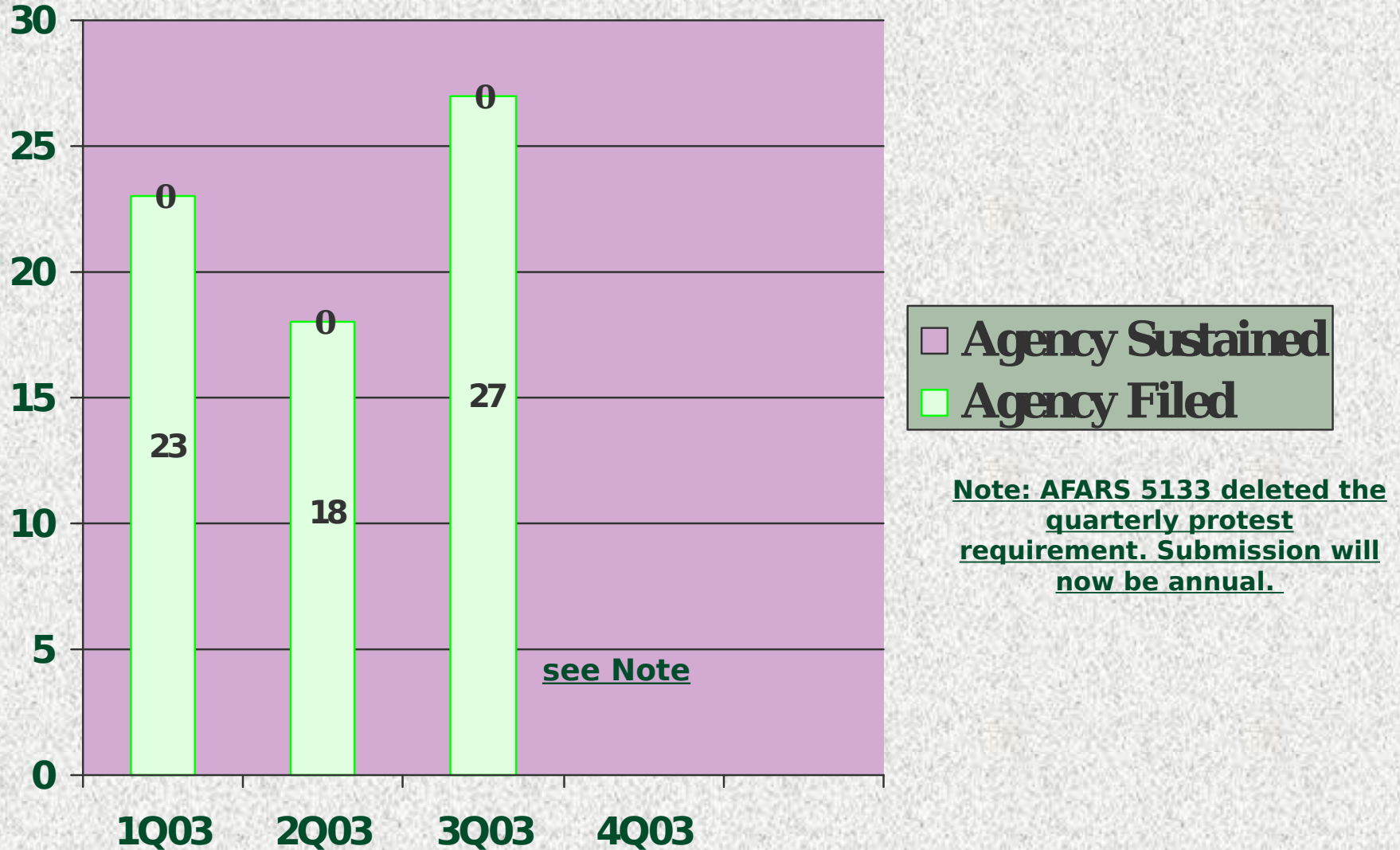
1106s TDA Trend



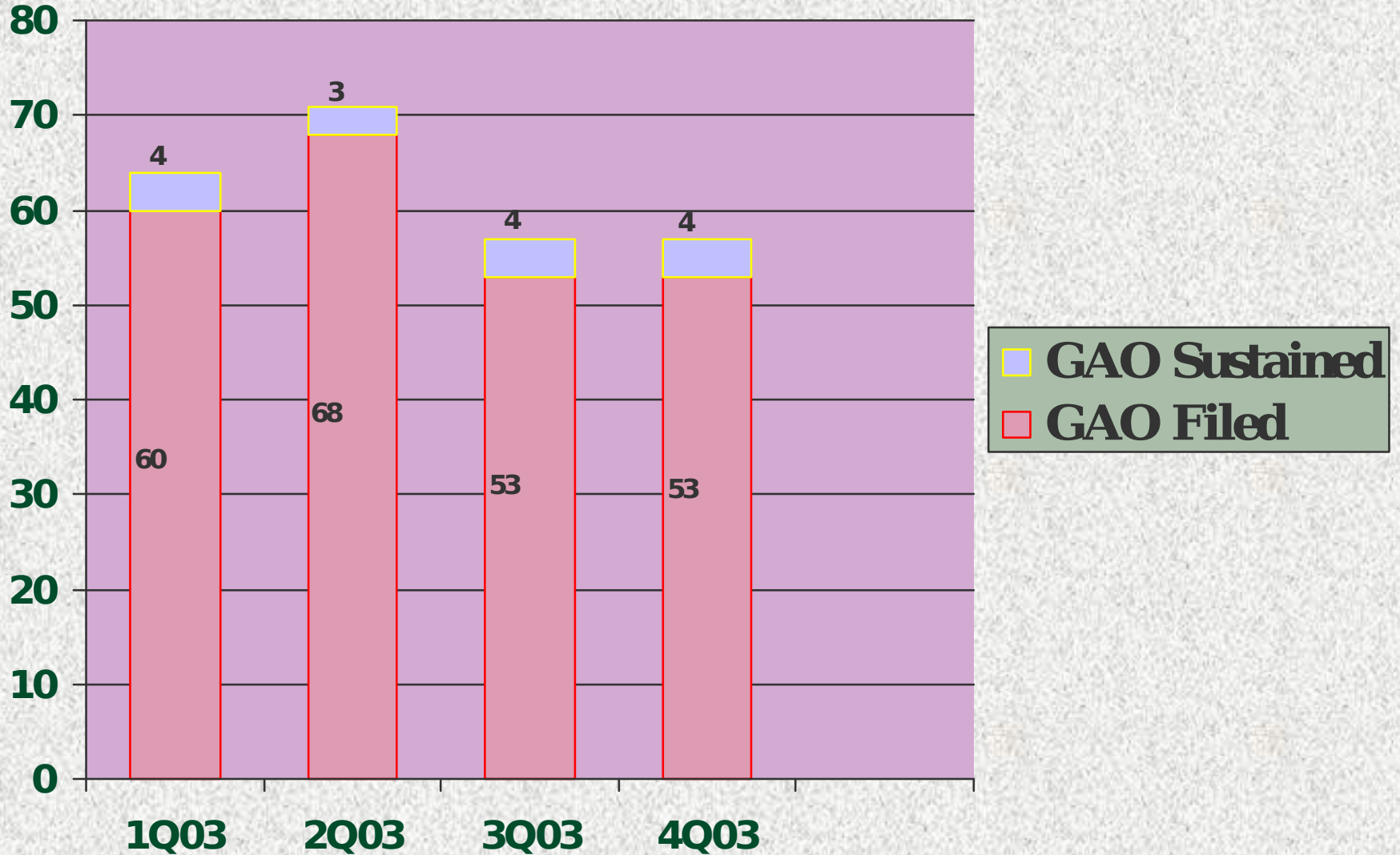
GAO - Army Protests



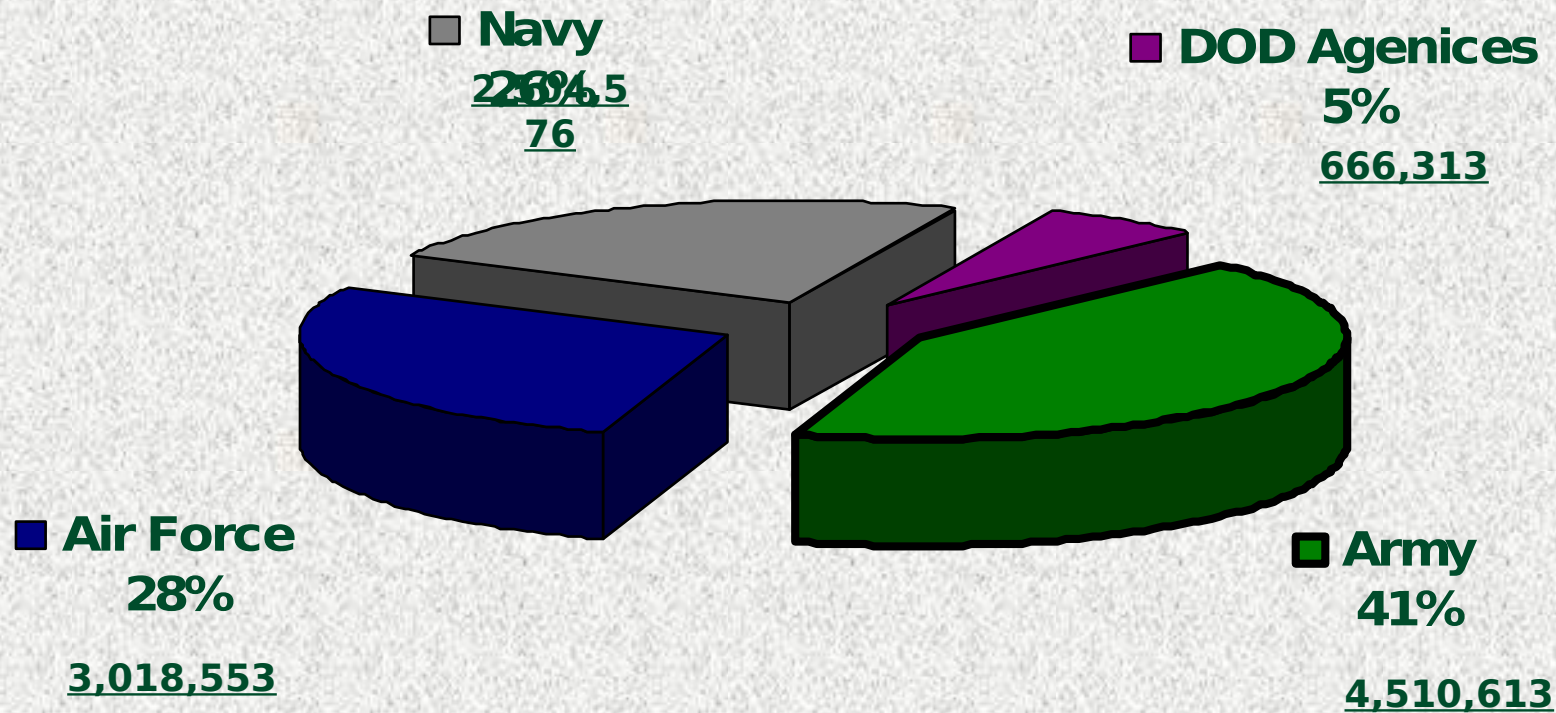
Army Agency- Protests



Army GAO - Protests



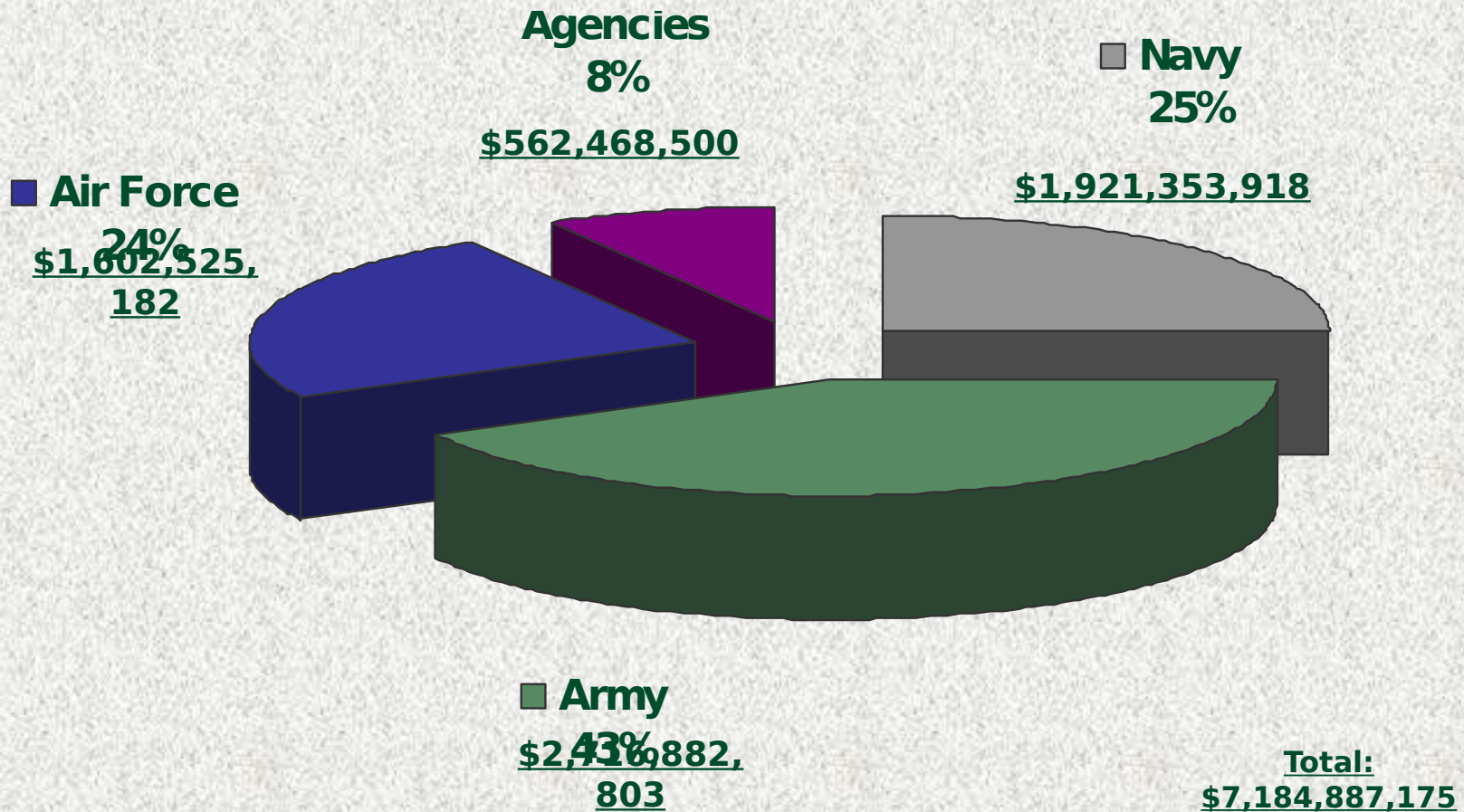
DOD Govt Purchase Card (GPC) -Transactions (FY03)



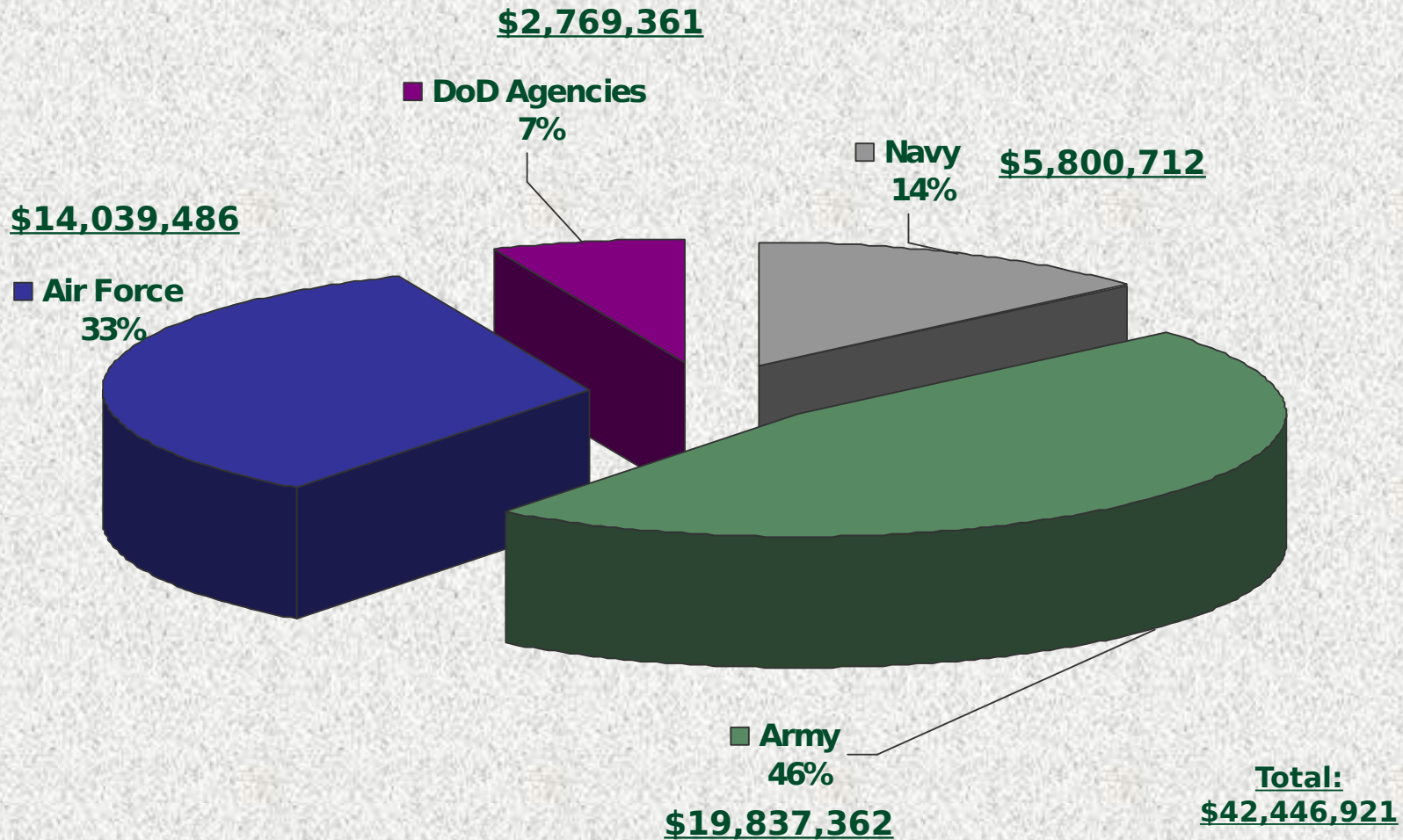
Based on Transactions

Total
\$10,700,055

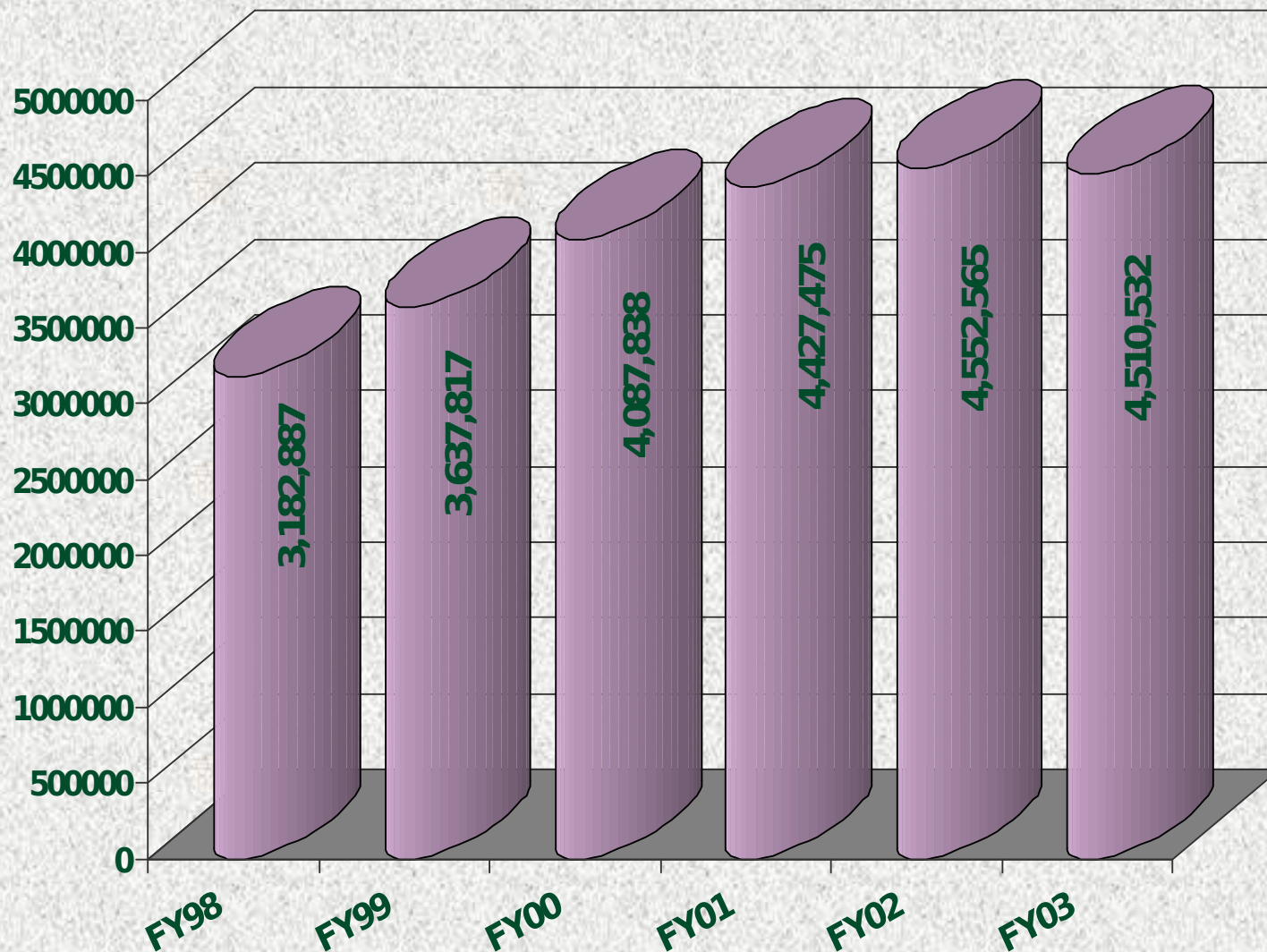
DOD GPC - Dollars Purchase (FY03)



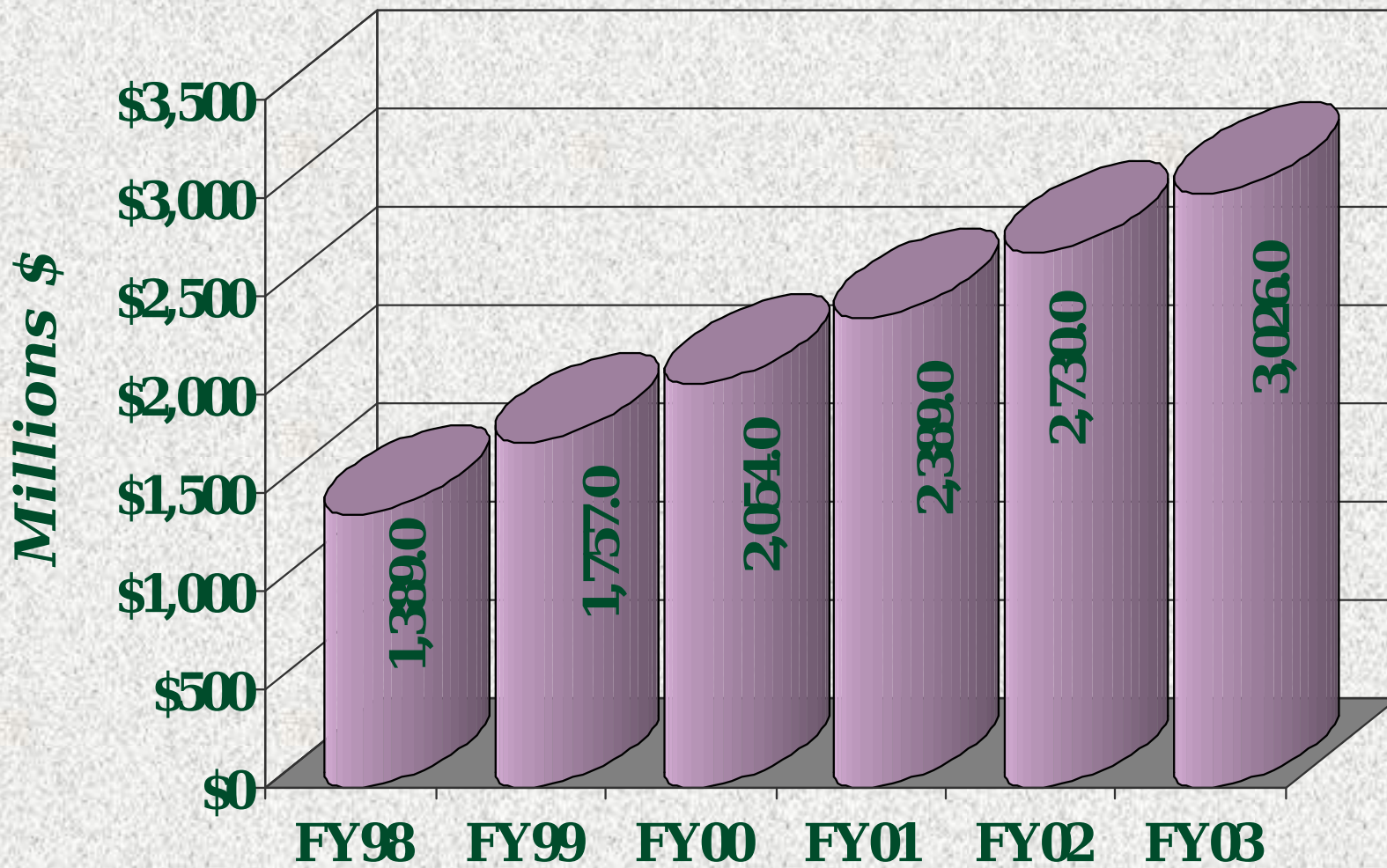
DOD GPC - Rebate Dollars (FY03)



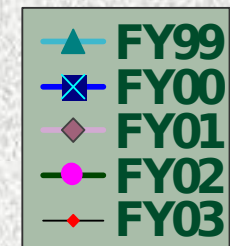
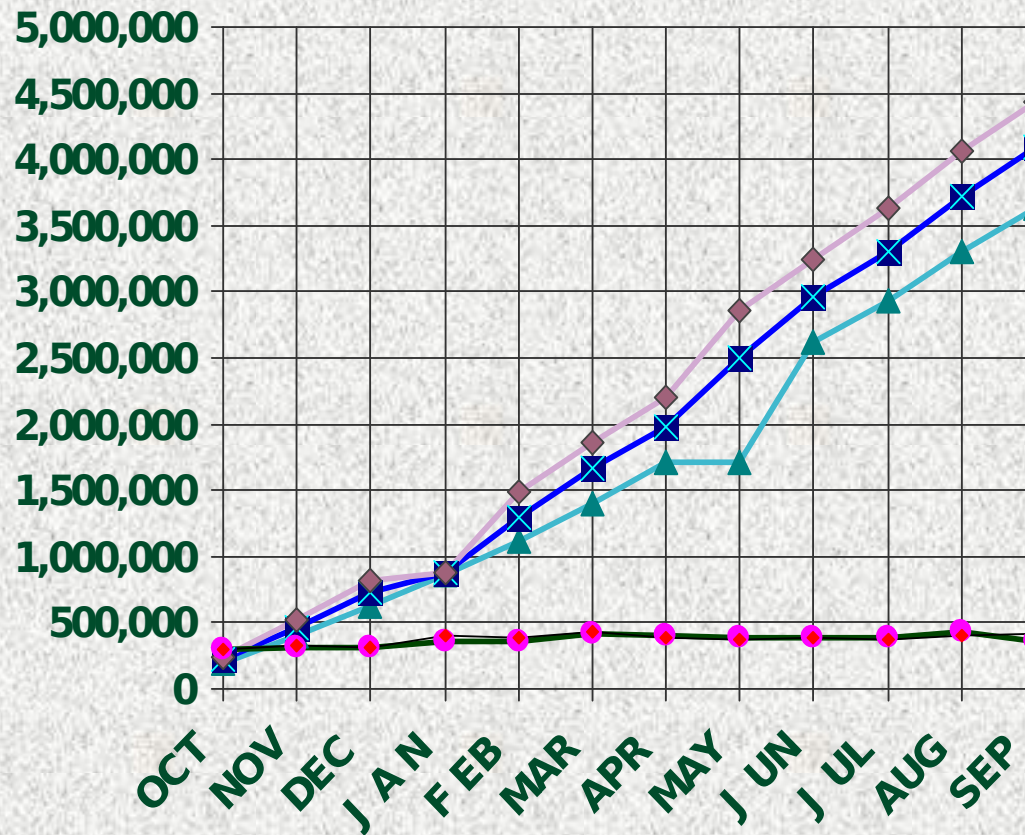
Army GPC Program Transaction



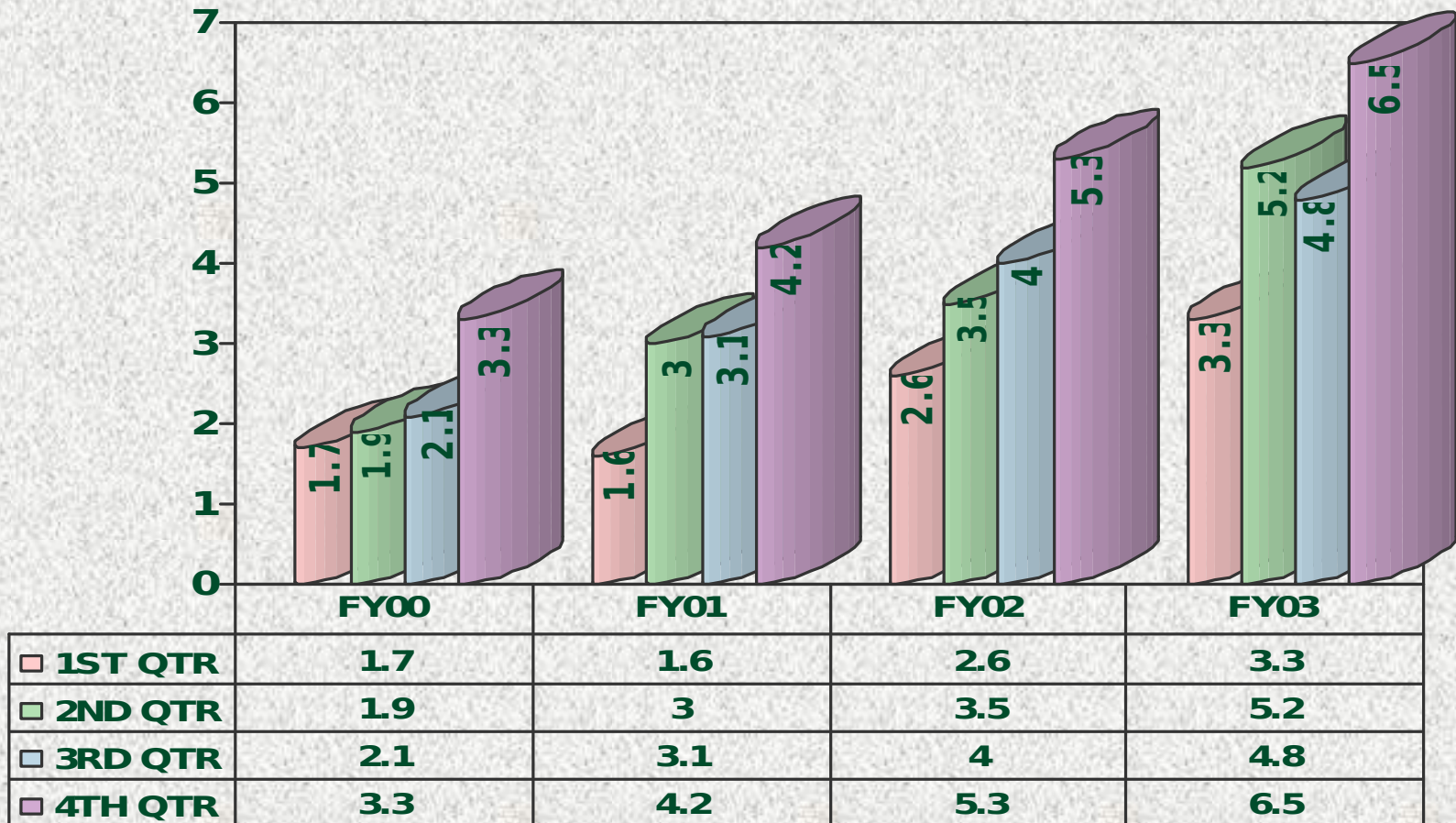
Army CERP Program Growth in Dollars



Army GPC Program - Monthly Actions



Army GPC Rebates



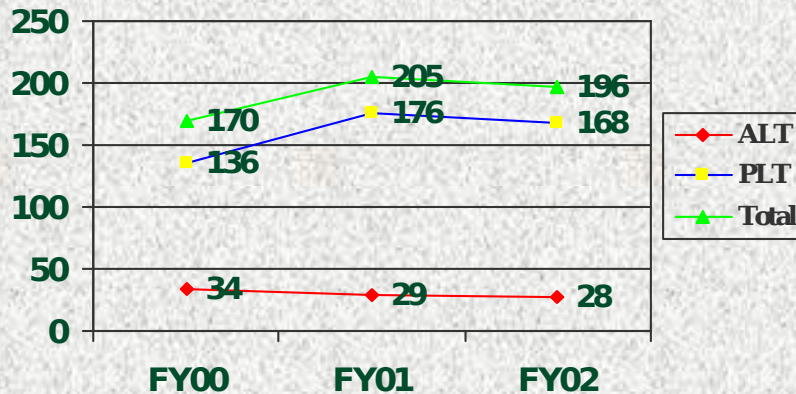
Rebates in the millions

ALT/PLT Definitions

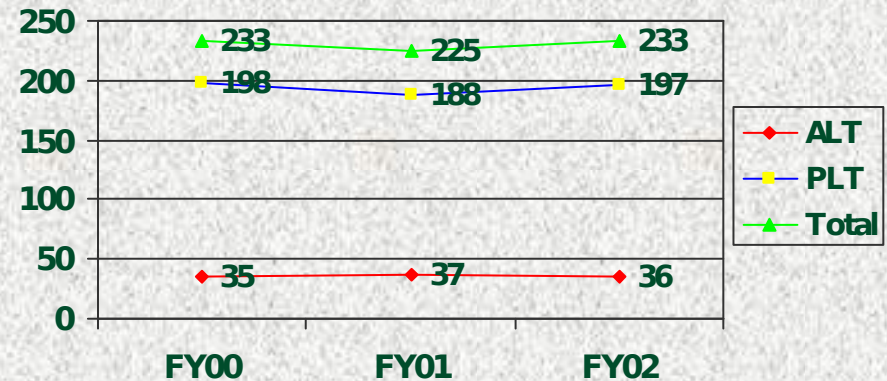
- ☛ ALT (Administrative Lead Time) - Days from the date of the requirement (PWD Date) to contract award.
- ☐ PLT (Production Lead Time) - Days from contract award to the first significant delivery.
- ☐ Dollar Weighted Days - A demand and unit price driven average of all spares National Stock Numbers (NSNs) we buy.
 - Formula used is I/A/W DOD 4140.1-M, “Secondary Item Stratification Manual”
- ☐ RDES (Requirements Determination and Execution System) - AMC’s inventory management system.
 - Generates a requirement whenever a reorder point is reached.
 - Reorder point includes parts needed to cover ALT/PLT.
 - Lower ALT/PLT reduces reorder point.

AMC ALT/PLT by Inventory Control Point

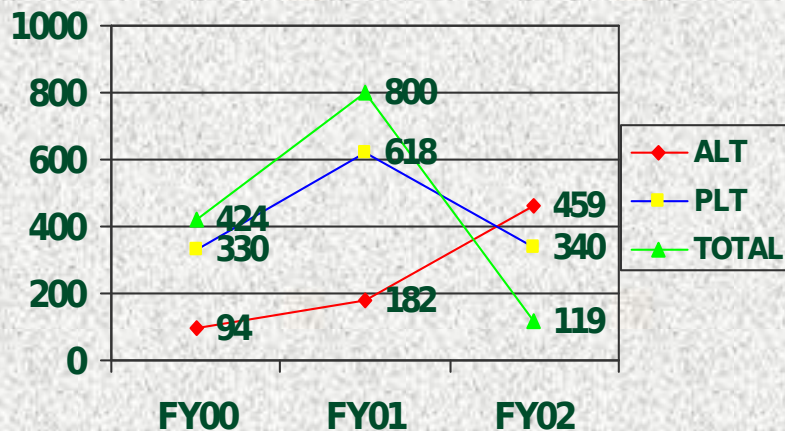
CECOM



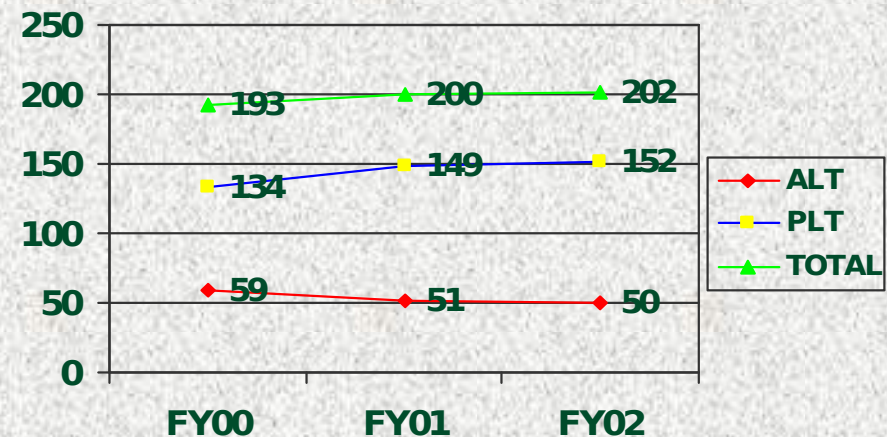
TACOM



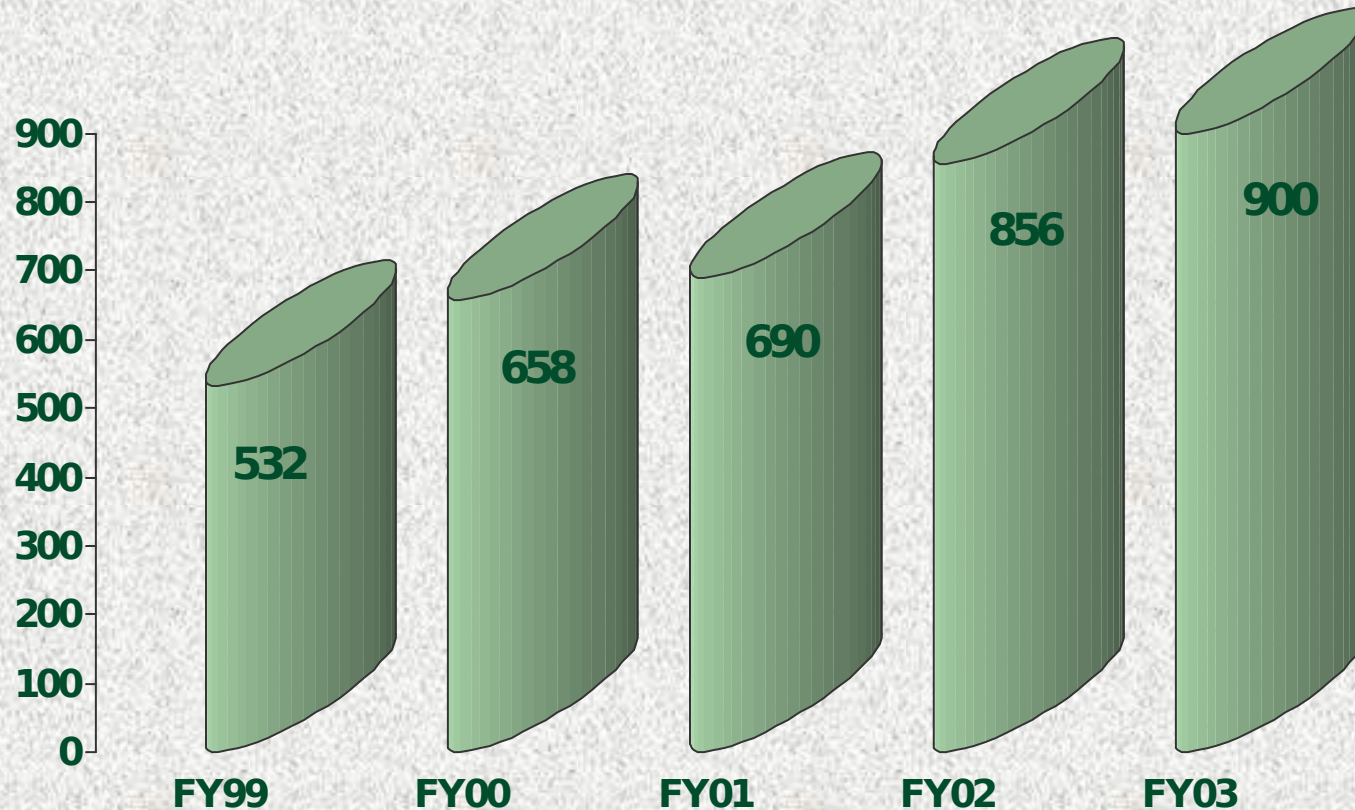
AMCOM



SBCCOM

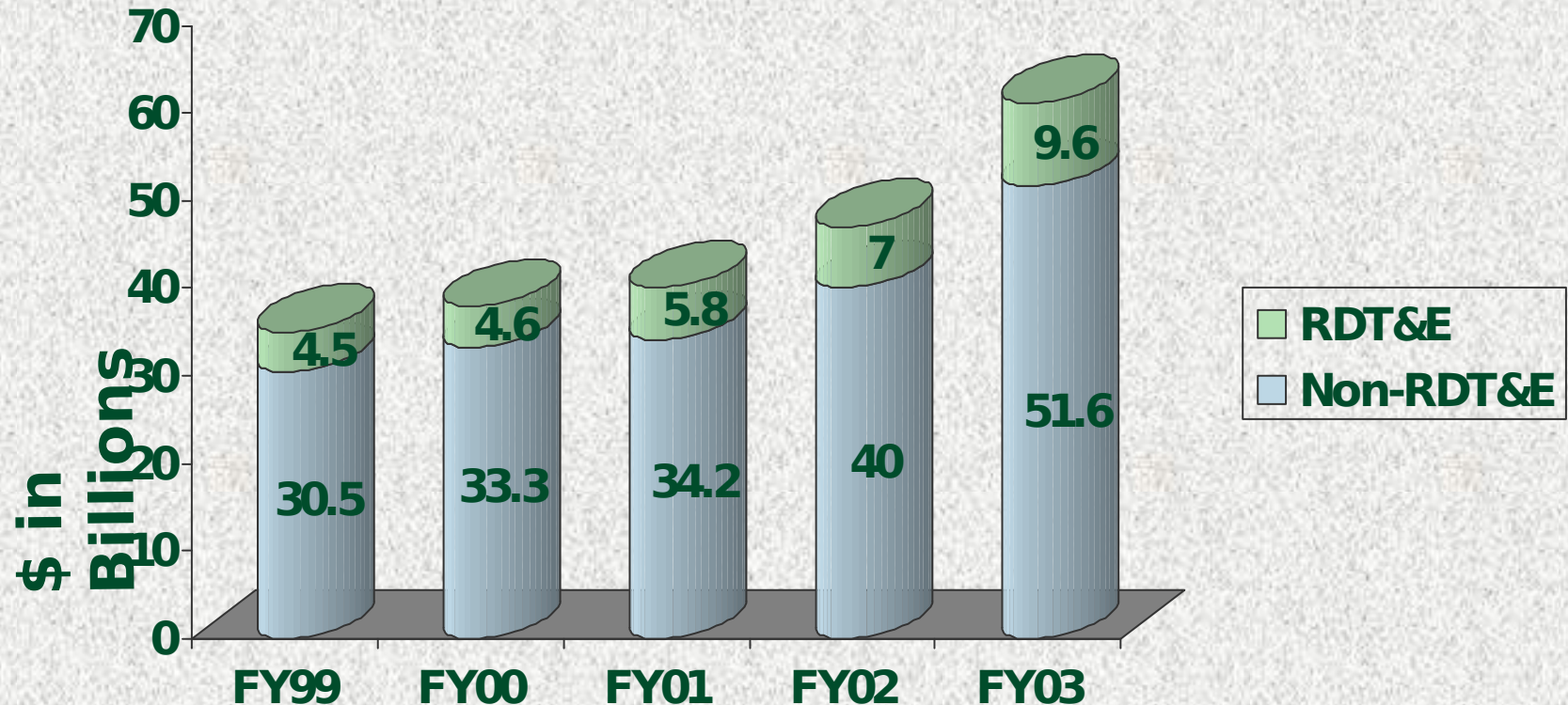


Congressional Contract Award Notifications



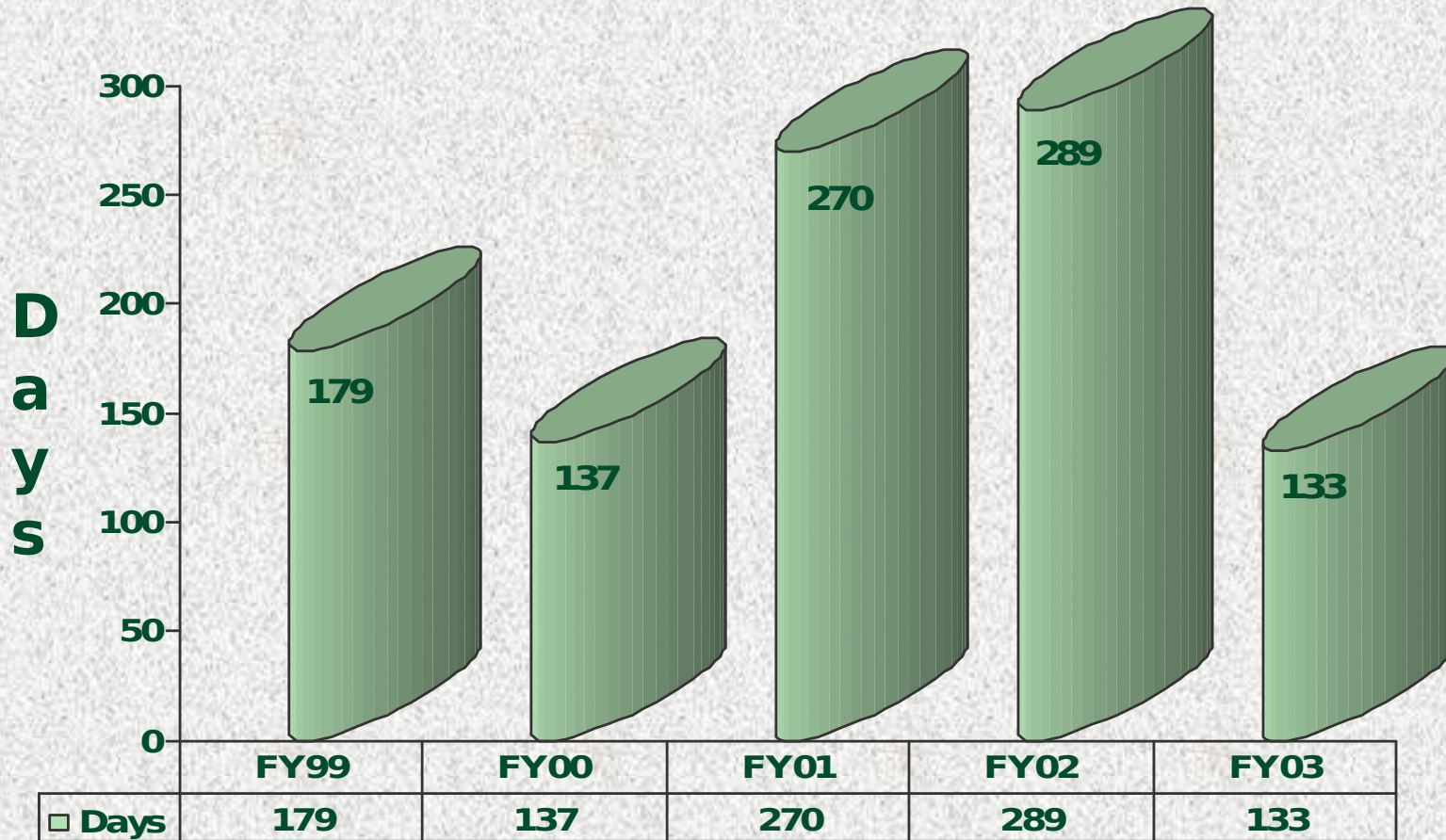
**Congressional Notifications are contract awards (actions)
over \$5M (does not include White House Notifications)**

Army Obligated Purchasing Dollars (RDT&E vs. Non-RDT&E)

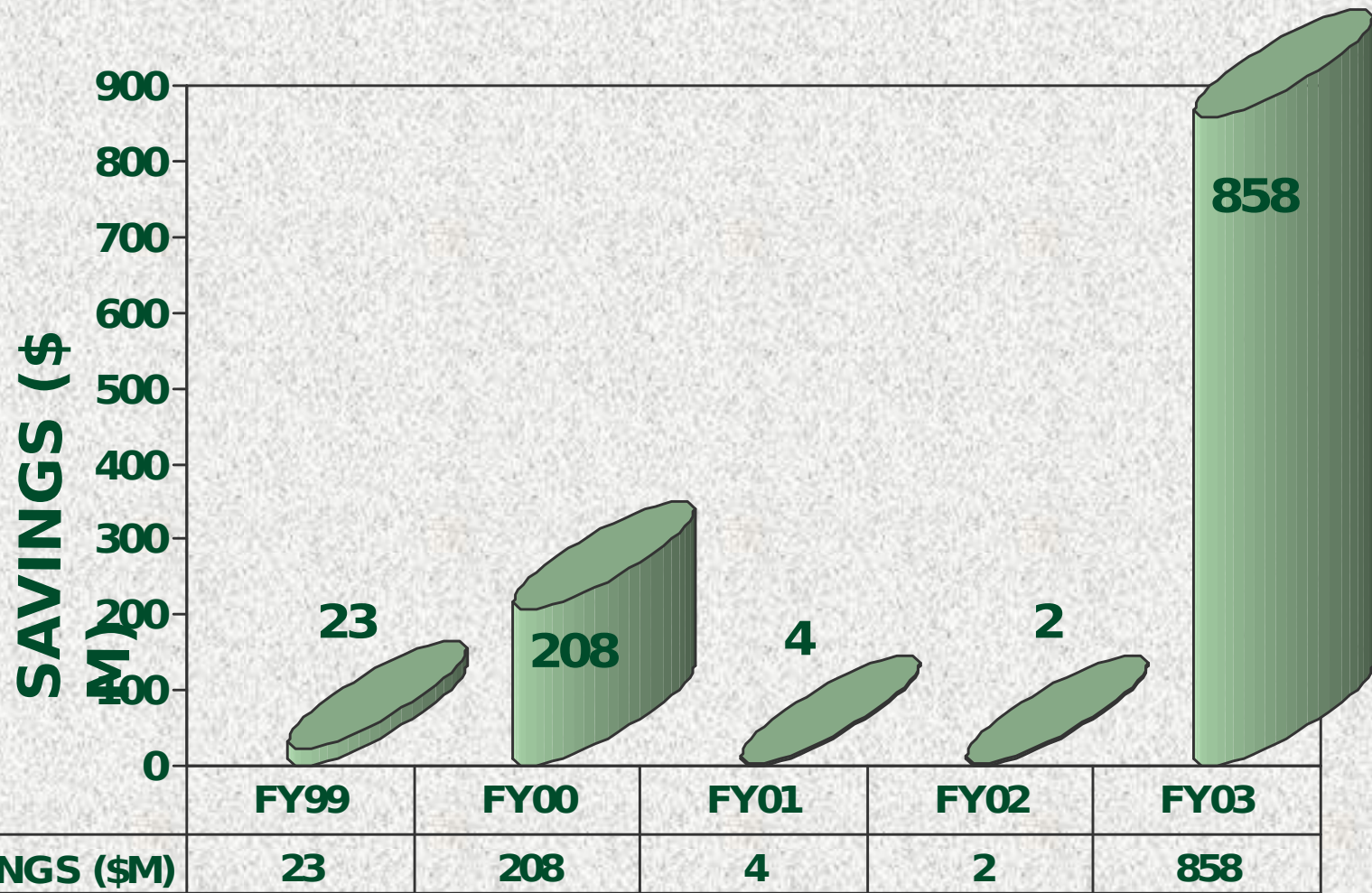


RDT&E represents small, large and etc's

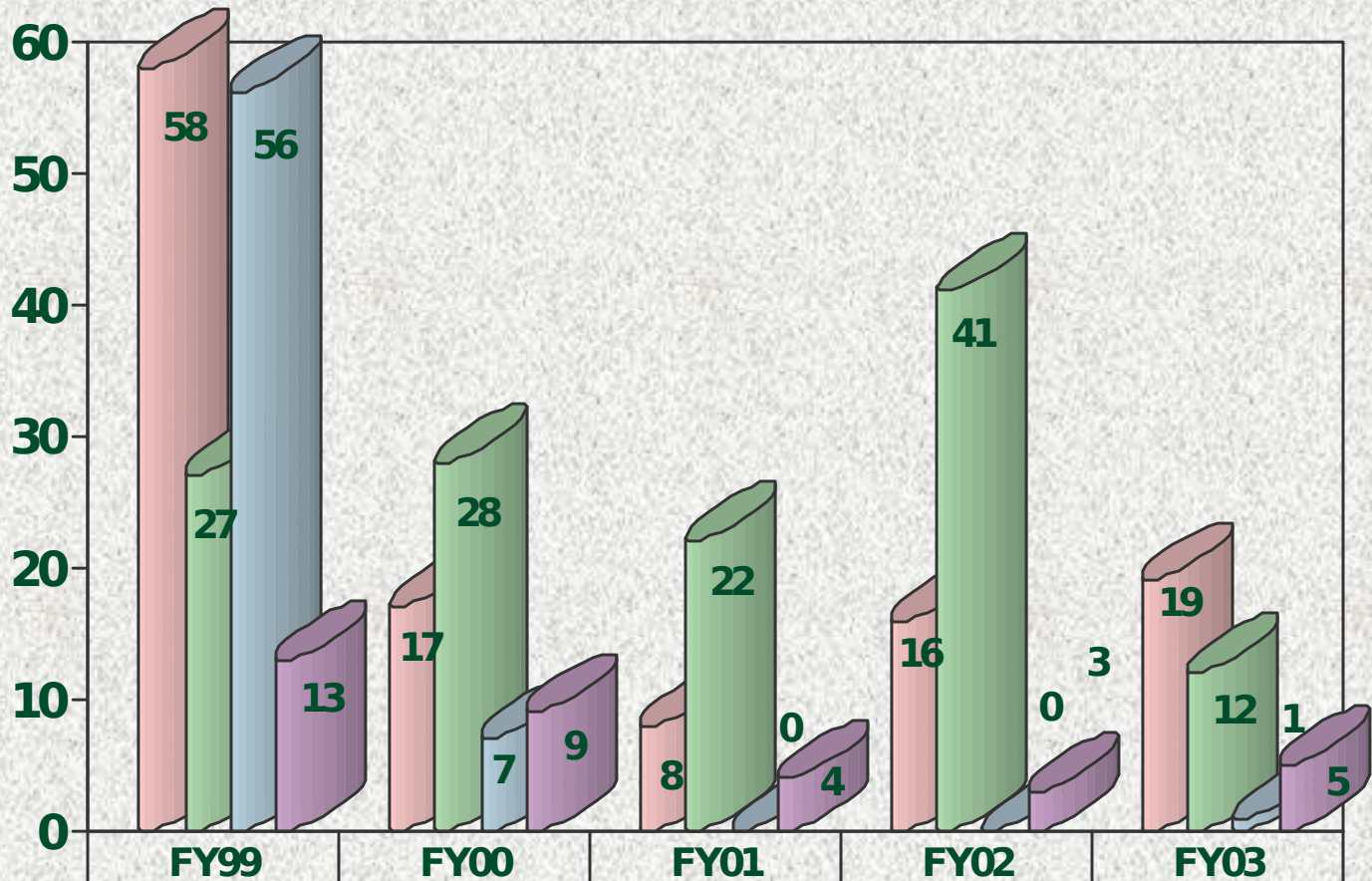
Average Time To Award a VECP



DOD VECP SAVINGS (\$M)



Number of VECPs Awarded



Army	58	17	8	16	19
Navy	27	28	22	41	12
Air Force	56	7	0	0	1
DLA	13	9	4	3	5